

TSUBURAYA FIELDS HOLDINGS



Financial Presentation

for the first 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

August 2023

(Unit: 100 million yen)

Consolidated P/L	FY2022		FY2023		
	Q1	Full year	Q1	YoY change	Full-year forecast
Net sales	82.4	1,171.2	303.3	+268.0%	1,230
Gross profit	32.7	253.2	53.9	+64.5%	—
SG&A expenses	30.9	143.7	33.6	+9.0%	—
Operating profit	1.8	109.5	20.2	+986.0%	120
Ordinary profit	2.9	112.1	21.8	+650.4%	122
Profit attributable to owners of parent	(2.0)	82.2	13.8	(+1.59 billion yen)	85

* Figures less than ¥10 million are rounded down.

Q1, FY2023 [Consolidated B/S, Consolidated C/F]

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(Unit: 100 million yen)

Consolidated B/S	End of Mar. 2023	End of Jun. 2023	YoY change
Current assets	588.6	595.8	+7.2
Non-current assets	220.2	237.1	+16.8
Total assets	808.9	833.0	+24.1
Current liabilities	304.8	318.7	+13.8
Non-current liabilities	85.8	87.3	+1.5
Total liabilities	390.7	406.1	+15.3
Total net assets	418.1	426.9	+8.7
Total liabilities and net assets	808.9	833.0	+24.1

Consolidated C/F	FY2022		FY2023 Q1	YoY change
	Q1	Full year		
Cash flows from operating activities	(47.5)	125.6	(4.3)	+43.2
Cash flows from investing activities	(9.7)	(76.4)	(10.9)	(1.1)
Cash flows from financing activities	(18.9)	(7.2)	(16.4)	+2.4
Increase in cash and cash equivalents	(76.2)	41.9	(31.6)	+44.5
Cash and cash equivalents at beginning of period	323.0	323.0	364.9	+41.9
Cash and cash equivalents at end of period	246.7	364.9	333.2	+86.4

* Figures less than ¥10 million are rounded down.

Q1, FY2023 [P/L by business segment]

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(Unit: 100 million yen)

P/L by business segment		FY2022		FY2023		
		Q1	Full year	Q1	YoY change	Full-year forecast
Content and digital business segment	Net sales	29.1	145.3	31.3	+7.6%	180
	Operating profit	10.3	43.7	7.8	(24.4)%	60
PS business segment	Net sales	48.5	1,008.0	269.7	+455.3%	1,040
	Operating profit	(8.6)	77.1	18.8	(+2.74 billion yen)	80
Other	Net sales	5.7	23.0	4.0	(29.4)%	-
	Operating profit	0.1	0.7	0.0	(46.0)%	-
Adjusted amount	Net sales	(0.9)	(5.2)	(1.7)	-	-
	Operating profit	(0.0)	(12.1)	(6.5)	-	-

* As a result of the transition to a holding company structure implemented on October 3, 2022, from the Q3 of the previous fiscal year, the Company has changed from the previous a single segment to two reporting segments: Contents and digital business, and PS business.

Due to this change, certain prior year figures have been changed. Segment information for the previous fiscal year has been prepared based on the classification of reporting segments for the fiscal year under review.

* Figures less than ¥10 million are rounded down.

	FY2022		FY2023	
	Q1	Full year	Q1	YoY change
Content and digital business segment	(Unit: 100 million yen)			
Net sales	29.1	145.3	31.3	+7.6%
Operating profit	10.3	43.7	7.8	(24.4)%

Tsuburaya Productions

Domestic MD and license revenue	4.9	17.6	5.4	+9.4%
Overseas MD and license revenue	8.5	60.7	9.5	+11.5%
China	7.4	54.7	8.5	+15.7%
Total MD and license revenue	13.4	78.4	14.9	+10.7%
Imaging business revenue	5.2	23.1	4.3	(18.1)%

* Figures less than ¥10 million are rounded down.
MD: merchandise

■ MD and license

Both in Japan and overseas exceeded the same period of last year

[Domestic] Domestic MD and license revenue increased

- *ULTRASEVEN*-related merchandise, marking the 55th anniversary
- *GRIDMAN*-related merchandise

[Overseas: China] MD and license revenue increased YoY

- Increase touch points with *Ultraman* through theme park development
- Sales of toys as well as other products were strong

■ Imaging business

Imaging business declined slightly in the Q1 due to the absence of the contribution from *SHIN ULTRAMAN*'s revenue, released last year.

		Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.) onwards → Mar. 31, 2024
Domestic		<p>Promotion for videos, theme parks, events and various measures</p>	<p>Imaging The new TV program <i>ULTRAMAN BLAZAR</i> launched</p> <p>Theme park “Ultraman the Ride” opened in Seibuen Amusement Park</p> <p>Event “Ultra Hero’s EXPO 2023 Summer Festival” held</p> <p>Event “TSUBURAYA CONVENTION” to be held</p>
		MD revenue increased due to strong sales of <i>ULTRASEVEN</i> related products and <i>GRIDMAN</i> -related products	
Over seas	China	<p>Theme park Ultraman areas in Dalian Discovery Land in China</p> <p>Theme park Ultraman areas in Chengdu Happy Valley in China</p> <p>Promotion</p>	<ul style="list-style-type: none"> Scheduled to open 10 Ultraman areas by next fiscal year Considering opening the areas in the ASEAN region <p>Imaging <i>ULTRAMAN BLAZAR</i> simul distribution of dubbed version</p>
	ASEAN		<p>The related merchandise was launched simultaneously</p> <p>Scheduled to open a local subsidiary in Singapore</p> <p>Scheduled to announce new products for the ASEAN region at a large-scale event in November</p>
		Sales of toys and other products were strong, surpassing the same period of the previous year, and merchandising income increased	
	North America	TSUBURAYA FIELDS Media & Pictures Entertainment, Inc. established in Los Angeles, US	Discussing with licensees a strategic approach to capture the North American market



The new TV series *ULTRAMAN BLAZAR*, the 11th new generation series, started broadcasting on July 8th.

The dubbed version was simultaneously distributed in China and ASEAN and the related merchandise was launched simultaneously with Japanese market.

- ✔ In Twitter immediately after the first episode aired, # UltramanBlazar became the number one global trend
- ✔ The video distributed on YouTube was viewed about 7.4 million times by the end of July (about seven times as many as the previous one)

	FY2022		FY2023	
	Q1	Full year	Q1	YoY change
PS business segment	(Unit: 100 million yen)			
Net sales	48.5	1,008.0	269.7	+455.3%
Operating profit	(8.6)	77.1	18.8	(+2.74 billion yen)

PS machine unit sales		(Unit: 10 thousand units)		
Pachinko	0.2	15.1	4.2	+4.0
Pachislot	0.8	6.8	1.7	+0.8
Total	1.1	21.9	6.0	+4.9

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

<Q1 results of our group>

A Pachinko and a pachislot title, sold a total of 60,000 units

- Pachinko

P CODE GEASS *Lelouch of the Rebellion -Rebellion to Re; surrection-*
NEON GENESIS EVANGELION -Roar for tomorrow- (resale) and others

- Pachislot

L BERSERK *Musou* and others



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Overview of PS business segment

[Main Pachinko and pachislot titles in FY2023]

		H1		Full year (plan)
		Q1 (Apr.-Jun.)	Q2 onward	
Pachinko	<i>P CODE GEASS Lelouch of the Rebellion -Rebellion to Re; surrection-</i>		<i>P Hyakka-Ryoran</i>	7 titles
	<i>L BERSERK Musou</i>		<i>P NEON GENESIS EVANGELION -Roar for tomorrow-SPECIAL EDITION</i>	
	<i>NEON GENESIS EVANGELION -Roar for tomorrow-(resale)</i>		⋮	
	<i>PACHINKO ULTRAMAN TIGA Ultra super luminal Light ver.</i>		Coming soon	
		42,000 units		
Pachislot	<i>L BERSERK Musou</i>		<i>S The Ambition of Oda Nobuna -countywide edition-</i>	9 titles
	<i>Pachislot MONSTER HUNTER WORLD: ICEBORNE™ (resale)</i>		⋮	
			Coming soon	
		17,000 units		
Total		60,000 units		

【Q1 status of measures in the medium-term management plan announced in May 2023】

Growth capability	Content and digital business segment: “Establish the Tsuburaya brand in China and ASEAN regions” and “Dynamically promote the development of various contents including <i>Ultraman</i> ”	
	Improving recognition through video works	The new TV series <i>ULTRAMAN BLAZAR</i> , which started in July, began simultaneous distribution (dubbed in local language) between Japan, China and the ASEAN region for the first time.
	Expand touch points at theme parks	The opening of the Ultraman area in Dalian Discovery Land in May and the area in Chengdu Happy Valley in June were both successful beyond expectations.
Earning capability	Development of product lines tailored to each country's culture	In conjunction with the distribution of <i>ULTRAMAN BLAZAR</i> , related products will be on sale in Asia at the same time as in Japan. New products for ASEAN are scheduled to be announced at a large-scale event held in November every year.
	PS business segment: “Standing between pachinko halls and manufacturers as a distributor, providing healthy leisure for fans”	
		A total of 60,000 units were sold in the Q1. We plan to sell a wide-range of titles with six titles for pachinko and eight titles for pachislot, including the smart pachinko with IP of the popular series from the Q2 onward. Titles scheduled for delivery in Q2 have already been sold out.

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Disclaimer

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Potential risks and uncertainties include the economic environment surrounding our Group's business, competitive conditions in the marketplace, and merchandise handled, but not limited to these.