



Financial Results For the Third Quarter of the Fiscal Year Ending March 2022

January 31, 2022

KOEI TECMO HOLDINGS CO., LTD.

Record-high performance!

Performance

- Due to the in-house developed title "ROMANCE OF THE THREE KINGDOM Ha-do", and the IP licencing title "Three Kingdoms Tactics", our online and mobile sectors had high sales, which resulted in stable quarterly profit.
- Cumulative number of download in the online and mobile sectors up 57% from previous year.
- New console titles performed well.
- Partially achieved sales of commission fees and cost charges to partners in this quarter.

Topics

- Achieve the 3-year mid-term plan profit target in the first year.
- Revised upwards our full-year earnings estimate and dividend forecast.
- Plan to revise the 3-year mid-term plan in April.

(Million Yen)

	FY20 Q3 (YTD)		FY21 Q3 (YTD)		Vs Previous Year	
	Amount	Component Ratio	Amount	Component Ratio	Amount	Percent Change
Sales	43,949	100.0%	55,327	100.0%	11,378	25.9%
Operating Profit	19,367	44.1%	27,127	49.0%	7,760	40.1%
Ordinary Profit	29,874	68.0%	38,761	70.1%	8,887	29.7%
Net Profit	22,202	50.5%	28,293	51.1%	6,091	27.4%

Major Titles



			Q3 (Oct. 2021-Dec. 2021)	LTD
Console	New!	BLUE REFLECTION: Second Light PlayStation®4/Nintendo Switch™/Windows® (Steam®)	120,000 copies Worldwide	-
	Remastered Version	FATAL FRAME: MAIDEN OF BLACK WATER / PROJECT ZERO: MAIDEN OF BLACK WATER Nintendo Switch™/PlayStation®5/PlayStation®4/Xbox Series X S /Xbox One/Windows® (Steam®)	340,000 copies Worldwide	-
	New!	DYNASTY WARRIORS 9 Empires PlayStation®5/PlayStation®4/Nintendo Switch™/Xbox Series X S /Xbox One/Windows® (Steam®)	150,000 copies Japan/Asia	-
Online/ Mobile	No new titles	-	-	-

Results by Business Segment



(Million Yen)

		FY20 Q3 (YTD)	FY21 Q3 (YTD)	Change
Entertainment	Sales	41,465	52,357	10,892
	Operating Profit	19,103	26,583	7,480
Amusement	Sales	2,066	1,983	△ 83
	Operating Profit	186	163	△ 23
Real Estate	Sales	580	786	206
	Operating Profit	75	125	50
Others	Sales	148	453	305
	Operating Profit	2	254	252
Corporate & Elimination	Sales	△ 311	△ 253	58
	Operating Profit	-	-	-
Total	Sales	43,949	55,327	11,378
	Operating Profit	19,367	27,127	7,760

Sales Amounts by Region



Consolidated Results

(Million Yen)

	FY20 Q3 (YTD)		FY21 Q3 (YTD)		Vs Previous Year	
	Amount	Component Ratio	Amount	Component Ratio	Amount	Component Ratio
Japan	21,895	49.8%	27,617	49.9%	5,722	26.1%
Overseas	22,054	50.2%	27,710	50.1%	5,656	25.6%
N. America	6,881	15.7%	7,118	12.9%	237	3.4%
Europe	3,173	7.2%	2,394	4.3%	△ 779	-24.6%
Asia	12,000	27.3%	18,198	32.9%	6,198	51.7%
Total	43,949	100.0%	55,327	100.0%	11,378	25.9%

Breakdown: Entertainment Segment

(Million Yen)

	FY20 Q3 (YTD)		FY21 1st Half		Vs Previous Year	
	Amount	Component Ratio	Amount	Component Ratio	Amount	Component Ratio
Japan	19,517	47.1%	24,753	47.3%	5,236	26.8%
Overseas	21,949	52.9%	27,604	52.7%	5,655	25.8%
Total	41,465	100.0%	52,357	100.0%	10,892	26.3%

Units Sold by Region/ Number of DL



Console: units sold (1000 Copies)

	FY20 Q3 (YTD)		FY21 Q3 (YTD)		Vs Previous Year	
	Units	Component Ratio	Units	Component Ratio	Units	Component Ratio
Japan	1,880	23.0%	2,030	35.6%	150	8.0%
Overseas	6,280	77.0%	3,670	64.4%	△ 2,610	-41.6%
N. America	3,130	38.4%	1,610	28.2%	△ 1,520	-48.6%
Europe	1,900	23.3%	810	14.2%	△ 1,090	-57.4%
Asia	1,250	15.3%	1,250	21.9%	0	0.0%
Total	8,160	100.0%	5,700	100.0%	△ 2,460	-30.1%
DL Units	3,000		3,600		600	20.0%
DL Ratio	36.8%		63.2%		+26.4pt	

Online/Mobile: Cumulative Number of DL^[1] (1000 DLs)

	FY20 Q3 (YTD)		FY21 Q3 (YTD)		Vs Previous Year	
	DL	Component Ratio	DL	Component Ratio	DL	Component Ratio
Japan	30,700	46.2%	30,850	29.5%	150	0.5%
Overseas	35,800	53.8%	73,620	70.5%	37,820	105.6%
Total	66,500	100.0%	104,470	100.0%	37,970	57.1%

[1]Cumulative Number of DL: the cumulative total number of DL on global basis composed of all social and smartphone games operated by KT Group (except for MMORPG) and IP licensing-out titles in service as of the end of the fiscal year

Breakdown on the Sales for Entertainment Segment



(Million Yen)

		FY20 Q3 (YTD)	FY21 Q3 (YTD)	Change	% Change
Console	Package ^[1]	15,115	13,417	△ 1,698	-11.2%
	DL ^[2]	7,310	9,880	2,570	35.2%
	DLC ^[3]	1,580	1,770	190	12.0%
		24,005	25,067	1,062	4.4%
Online/	PC Online ^[4]	1,180	720	△ 460	-39.0%
Mobile	Smartphone/Social ^[5]	15,330	25,740	10,410	67.9%
	Others	250	130	△ 120	-48.0%
		16,760	26,590	9,830	58.7%
Events & Goods		700	700	0	0.0%
Sales for Entertainment Segment		41,465	52,357	10,892	26.3%

[1]Including sales for packages, royalty, commission fees (incl. %-of-completion basis), and down payment

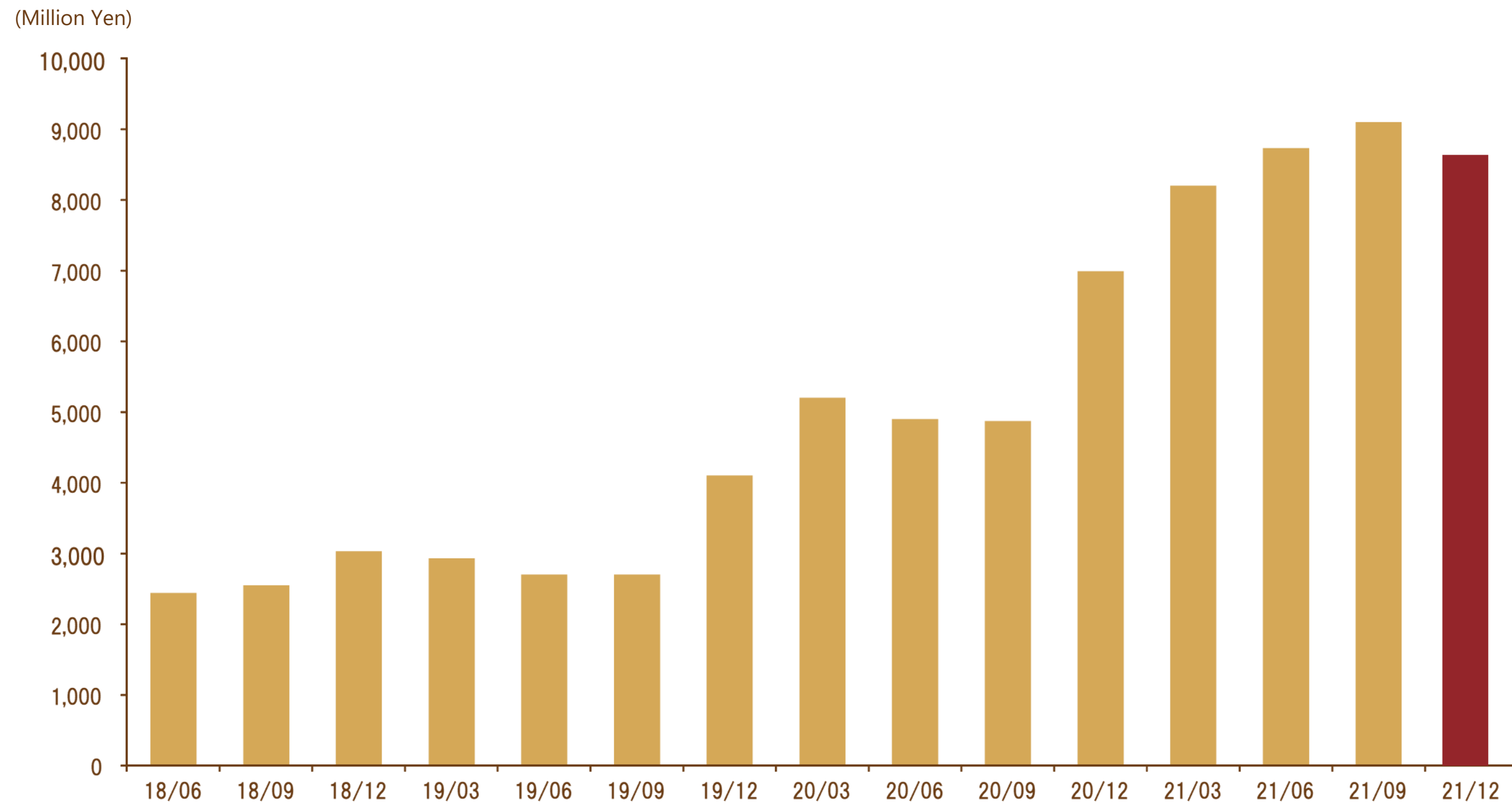
[2]DL (download) sales: sales for digital copies via PSN/XboxLive/Switch DL/Steam

[3]DLC (Download contents): Sales for additional items and scenario via download

[4]Sales for MMORPG and some other titles(Uncharted Waters V, Uncharted Waters VI, Nobunaga's Ambition 20XX)

[5]Including sales for smartphone games, social games, browser games, and royalty from IP licensing-out

Sales Trend in Online/Mobile



Major Costs/Headcounts



(million yen/headcounts)

		FY20 Q3 (YTD)	FY21 Q3 (YTD)	Change	% Change
Employment Cost	COGS	9,680	10,980	1,300	13.4%
	SGA	2,610	2,920	310	11.9%
		12,290	13,900	1,610	13.1%
Subcontracting Cost	COGS	2,640	2,840	200	7.6%
Advertizing/Promotional Cost	SGA	1,090	1,780	690	63.3%
Total Headcount^[1]		2,003	2,075	72	3.6%

[1]Excluding temporary employees

Upward Revision on Full-Year Earnings Estimate



Full-Year

(Million Yen)

	FY20 Results		FY21 Plan		Vs Previous Year		FY21 Plan (as of Apr 26)		Vs Plan	
	Amount	Component Ratio	Amount	Component Ratio	Amount	Percent Change	Amount	Component Ratio	Amount	Percent Change
Sales	60,370	100.0%	71,000	100.0%	10,630	17.6%	65,000	100.0%	6,000	9.2%
Operating Profit	24,397	40.4%	31,500	44.4%	7,103	29.1%	24,500	37.7%	7,000	28.6%
Ordinary Profit	39,299	65.1%	43,500	61.3%	4,201	10.7%	36,500	56.2%	7,000	19.2%
Net Profit	29,550	48.9%	32,000	45.1%	2,450	8.3%	26,500	40.8%	5,500	20.8%

- Full-year earnings estimate: operating profit of 24.5 billion yen → 31.5 billion yen
- Dividend forecast: 81 yen → 98 yen

			Launch date/ Area
Console	New!	Touken Ranbu Warriors (Developer) Nintendo Switch™/PC(DMM GAME PLAYER)	Feb.17.2022 Japan/Asia
	New!	Atelier Sophie 2: The Alchemist of the Mysterious Dream PlayStation®4/Nintendo Switch™ /Windows® (Steam®)	Feb.24.2022 Worldwide
	New!	STRANGER OF PARADISE FINAL FANTASY ORIGIN (Developer) PlayStation®5/PlayStation®4/Xbox Series X S /Xbox One/Epic Games Store	Mar.18.2022 Worldwide
	New!	Winning Post 9 2022 PlayStation®4/Nintendo Switch™ /Windows®	Apr.14.2022 Japan
	New!	Nobunaga's Ambition: Shinsei ^[1]	Early 2022
Online/ Mobile	New!	BLUE REFLECTION SUN iOS/Android/DMM GAMES	In Production Japan

[1]English titles are tentative



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