



# Financial Results for the First Quarter of the Fiscal Year Ending March 2023

July 25, 2022

**KOEI TECMO HOLDINGS CO., LTD.**

## Record Quarterly Operating Profit

### Performance

- For the packaged game sector, released "Fire Emblem Warriors: Three Hopes".
- While the online and mobile sectors declined compared to the previous quarter, performance continued to be strong.
- Partially appropriated reversal of development costs incurred by cooperative partners.
- Restructured portfolio in order to deal with a severe financial environment, and appropriated non-operating expenses.

} Improved operating profit ratio.

### Topics

- No revisions have been made to 1st half or full-year forecasts.
- "Nobunaga's Ambition: Hadou", "Wo Long: Fallen Dynasty", and other anticipated titles were gradually revealed.

(Million Yen)

	FY21 1Q Results		FY22 1Q Results		Vs Previous Year	
	Amount	Component Ratio	Amount	Component Ratio	Amount	Percent Change
<b>Sales</b>	20,520	100.0%	<b>18,653</b>	100.0%	△ 1,867	-9.1%
<b>Operating Profit</b>	9,718	47.4%	<b>11,657</b>	62.5%	1,939	19.9%
<b>Ordinary Profit</b>	18,408	89.7%	<b>9,086</b>	48.7%	△ 9,322	-50.6%
<b>Net Profit</b>	13,381	65.2%	<b>6,750</b>	36.2%	△ 6,631	-49.6%

# Major Titles



			Q1 (Apr. 2022-Jun. 2022)
Console	New!	Winning Post 9 2022 PlayStation®4/Nintendo Switch™ /Windows®	<b>90,000 copies</b> Japan
	Remastered Version	Taikou Rissiden V DX <sup>[1]</sup> Nintendo Switch™/Windows®	<b>160,000 copies</b> Japan/Asia
	New!	Fire Emblem Warriors: Three Hopes Nintendo Switch™	<b>Now on Sale</b> Worldwide
Online/ Mobile	Region Expansion	Shin-Nobunaga's Ambition <sup>[1]</sup> (IP Licensing-out) iOS/Android	<b>Released in June</b> Japan

[1] English name is tentative

# Results by Business Segment



(Million Yen)

		FY21 1Q	<b>FY22 1Q</b>	Change
<b>Entertainment</b>	Sales	19,648	<b>17,805</b>	△ 1,843
	Operating Profit	9,638	<b>11,491</b>	1,853
<b>Amusement</b>	Sales	625	<b>645</b>	20
	Operating Profit	49	<b>80</b>	31
<b>Real Estate</b>	Sales	238	<b>287</b>	49
	Operating Profit	23	<b>80</b>	57
<b>Others</b>	Sales	88	<b>76</b>	△ 12
	Operating Profit	7	<b>5</b>	△ 2
<b>Corporate &amp; Elimination</b>	Sales	△ 80	<b>△ 162</b>	△ 82
	Operating Profit	-	<b>-</b>	-
<b>Total</b>	Sales	20,520	<b>18,653</b>	△ 1,867
	Operating Profit	9,718	<b>11,657</b>	1,939

# Sales Amounts by Region



## Consolidated Results

(Million Yen)

	FY21 1Q		FY22 1Q		Vs Previous Year	
	Amount	Component Ratio	Amount	Component Ratio	Amount	Component Ratio
<b>Japan</b>	9,991	48.7%	<b>9,097</b>	48.8%	<b>-894</b>	-8.9%
<b>Overseas</b>	10,528	51.3%	<b>9,555</b>	<b>51.2%</b>	<b>-973</b>	-9.2%
<b>N. America</b>	3,156	15.4%	<b>2,739</b>	14.7%	<b>-417</b>	-13.2%
<b>Europe</b>	941	4.6%	<b>786</b>	4.2%	<b>-155</b>	-16.5%
<b>Asia</b>	6,430	31.3%	<b>6,029</b>	32.3%	<b>-401</b>	-6.2%
<b>Total</b>	20,520	100.0%	<b>18,653</b>	100.0%	<b>-1,867</b>	-9.1%

## Breakdown: Entertainment Segment

(Million Yen)

	FY21 1Q		FY22 1Q		Vs Previous Year	
	Amount	Component Ratio	Amount	Component Ratio	Amount	Component Ratio
<b>Japan</b>	9,156	46.6%	<b>8,286</b>	46.5%	<b>-870</b>	-9.5%
<b>Overseas</b>	10,492	53.4%	<b>9,519</b>	<b>53.5%</b>	<b>-973</b>	-9.3%
<b>Total</b>	19,648	100.0%	<b>17,805</b>	100.0%	<b>-1,843</b>	-9.4%

# Units Sold by Region/ Number of DL



Console: units sold (1Q)

(1000 Copies)

	FY21 1Q		FY22 1Q		Vs Previous Year	
	Units	Component Ratio	Units	Component Ratio	Units	Component Ratio
<b>Japan</b>	940	38.4%	<b>860</b>	27.8%	△ 80	-8.5%
<b>Overseas</b>	1,510	61.6%	<b>2,230</b>	<b>72.2%</b>	720	47.7%
<b>N. America</b>	700	28.6%	<b>1,050</b>	34.0%	350	50.0%
<b>Europe</b>	280	11.4%	<b>500</b>	16.2%	220	78.6%
<b>Asia</b>	530	21.6%	<b>680</b>	22.0%	150	28.3%
<b>Total</b>	2,450	100.0%	<b>3,090</b>	100.0%	640	26.1%
<b>DL Units</b>	1,500		<b>1,870</b>		370	24.7%
<b>DL Ratio</b>	61.2%		<b>60.5%</b>			



# Breakdown on the Sales for Entertainment Segment



(Million Yen)

		FY21 1Q	FY22 1Q	Change	% Change
<b>Console</b>	Package <sup>[1]</sup>	6,438	<b>4,455</b>	△ 1,983	-30.8%
	DL <sup>[2]</sup>	3,630	<b>4,260</b>	630	17.4%
	DLC <sup>[3]</sup>	650	<b>690</b>	40	6.2%
		10,718	<b>9,405</b>	△ 1,313	-12.3%
<b>Online/</b>	PC Online <sup>[4]</sup>	240	<b>210</b>	△ 30	-12.5%
<b>Mobile</b>	Smartphone/Social <sup>[5]</sup>	8,440	<b>8,050</b>	△ 390	-4.6%
	Others	50	<b>40</b>	△ 10	-20.0%
		8,730	<b>8,300</b>	△ 430	-4.9%
<b>Events &amp; Goods</b>		200	<b>100</b>	△ 100	-50.0%
<b>Sales for Entertainment Segment</b>		19,648	<b>17,805</b>	△ 1,843	-9.4%

[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)

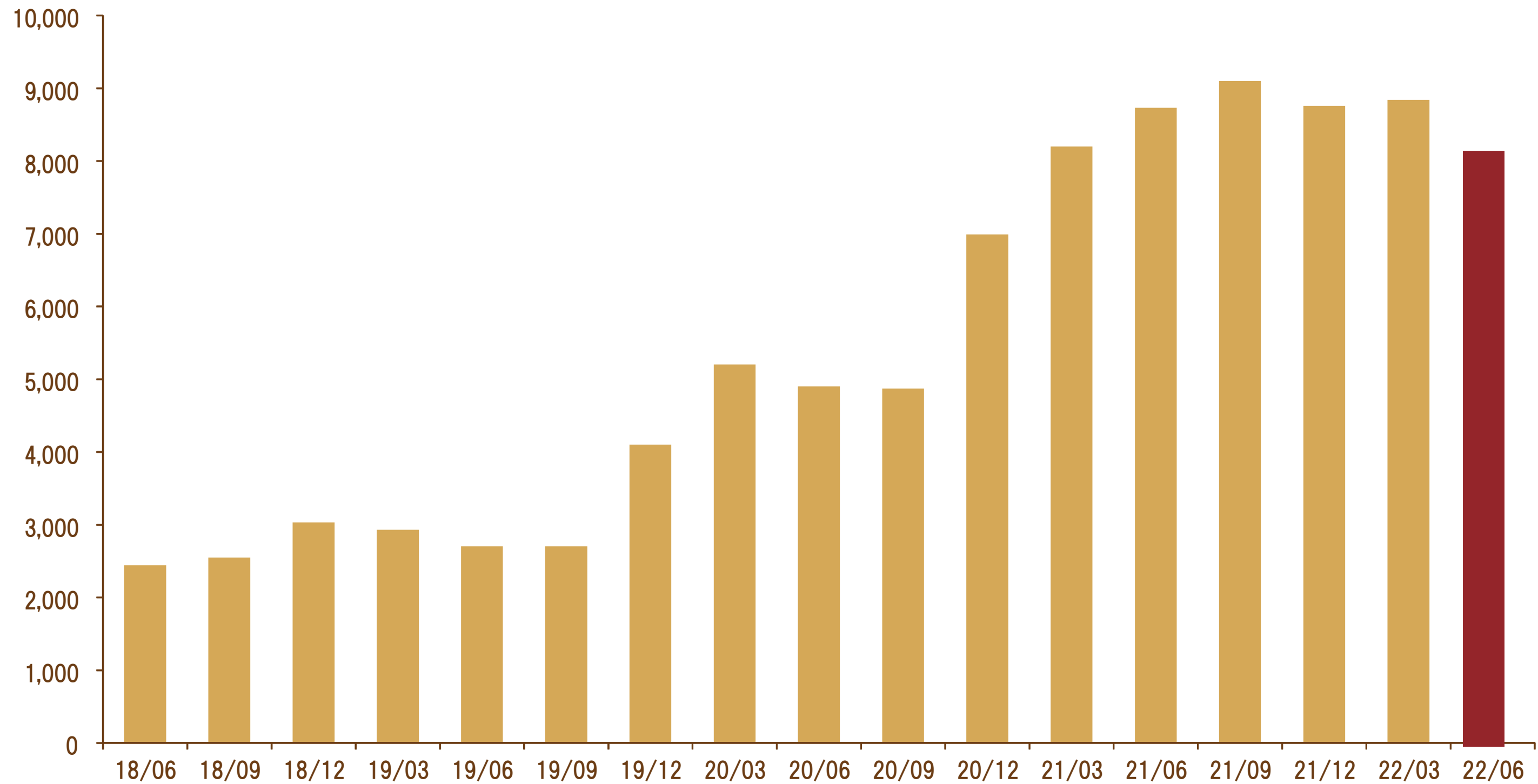
[5] Including sales for smartphone games, social games, browser games, and royalty from IP licensing-out



# Sales Trend in Online/Mobile



(Million Yen)



# Major Costs/Headcounts



(million yen/headcounts)

		FY21 1Q	<b>FY22 1Q</b>	Change	% Change
<b>Employment Cost</b>	COGS	3,740	<b>4,000</b>	260	7.0%
	SGA	990	<b>1,110</b>	120	12.1%
		4,730	<b>5,110</b>	380	8.0%
<b>Subcontracting Cost</b>	COGS	860	<b>960</b>	100	11.6%
<b>Advertizing/Promotional Cost</b>	SGA	430	<b>420</b>	△ 10	-2.3%
<b>Total Headcount<sup>[1]</sup></b>		2,088	<b>2,413</b>	325	15.6%

[1]Excluding temporary employees. From FY22, includes KOEI TECMO VIETNAM.

# Title Lineup



			Launch date/ Area
Console	New!	Nobunaga's Ambition Shinsei <sup>[1]</sup> PlayStation®4/Nintendo Switch™/Windows®	<b>July 2022</b> <b>Japan/Asia</b>
	New!	Ultra Kaijuu Monster Firm <sup>[1]</sup> (Development) Nintendo Switch™	<b>Year 2022</b>
	New!	Wo Long: Fallen Dynasty PlayStation®5/PlayStation®4/Xbox Series X S/Xbox One/Xbox Game Pass/Steam®/Microsoft Store	<b>Early 2023</b>
Online/ Mobile	New!	Nobunaga's Ambition Ha-do <sup>[1]</sup> iOS/Android	<b>Finished Closed β test</b> <b>Japan</b>
	New!	LINE: Monster Firm(IP Licensing-out) iOS/Android	<b>Year 2022</b> <b>Japan</b>

[1] English name is tentative



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