



KOEI TECMO HOLDINGS CO., LTD.

Fiscal Year Ending March 2018
Financial Results

Financial Summary (FY2017)

Record high profits were achieved!

(Units: Millions of Yen)

	FY2016		FY2017		YoY Change	
	Amount	Ratio	Amount	Ratio	Amount	Rate of change
Sales	37,034	100.0%	38,926	100.0%	1,892	5.1%
Operating Profit	8,781	23.7%	11,711	30.1%	2,930	33.4%
Ordinary Profit	15,221	41.1%	18,293	47.0%	3,072	20.3%
Net Income	11,624	31.4%	13,017	33.4%	1,393	12.0%

Major Titles and Events (FY2017)



Dynasty Warriors 9

PS4/Xbox One/Steam

730K copies worldwide



Attack on Titan 2

PS4/PSVita/
Nintendo Switch/Steam

520K copies worldwide

Development



**DISSIDIA
FINAL FANTASY NT**

PS4

On sale worldwide



**Nobunaga's
Ambition: Taishi**

Windows/PS4/Nintendo Switch/
Steam/iOS/Android

**130K copies
in Japan/Asia region**

Major Titles and Events (FY2017)



Atelier Lydie & Suelle
“The Alchemist and the Mysterious Paintings”

PS4/PSVita/
Nintendo Switch/Steam

180K copies
in Japan/Asia region



Nioh
Complete Edition

PS4/Steam

On sale worldwide



Hyrule Warriors:
Definitive Edition

Nintendo Switch

On sale in Japan/Asia



FIRE EMBLEM
WARRIORS

Nintendo Switch/
New Nintendo 3DS

Over 1 million copies

Major Titles and Events (FY2017)



**Yo-kai Sangokushi
Kuniitori Wars**

iOS/Android

Available Now

Development



**DISSIDIA FINAL FANTASY
OPERA OMNIA**

iOS/Android

Available worldwide



**DEAD OR ALIVE Xtreme
Venus Vacation**

DMM GAMES

Available Now



Kiniro no Corda 2ff

PSVita



**Neoromance♥Festa
Haruka Hachiyoumatsuri**

Event

80K Participants

Sales and Operating Profit by Business Segment (FY2017)

FY2017

(Units: Millions of Yen)

	Entertainment	Pachislot & Pachinko	Amusement Facilities	Real Estate	Others	Subtotal	Corporate & Elimination	Total
Sales	35,389	945	1,536	784	584	39,240	△313	38,926
Operating Profit	10,938	289	△362	348	496	11,711	0	11,711

FY2016

(Units: Millions of Yen)

	Entertainment	Pachislot & Pachinko	Amusement Facilities	Real Estate	Others	Subtotal	Corporate & Elimination	Total
Sales	33,025	1,992	1,266	788	336	37,410	△376	37,034
Operating Profit	7,815	736	27	248	243	9,071	△290	8,781

Net Sales by Region (FY2017)

(Units: Millions of Yen)

	FY2016		FY2017		YoY Change	
	Amount	Ratio	Amount	Ratio	Amount	Rate of change
Japan	27,089	73.1%	26,000	66.8%	△1,089	△4.0%
Overseas	9,945	26.9%	12,926	33.2%	2,981	30.0%
North America	4,411	11.9%	4,419	11.4%	8	0.2%
Europe	2,159	5.8%	3,334	8.6%	1,175	54.4%
Asia	3,375	9.1%	5,172	13.3%	1,797	53.2%
Total	37,034	100.0%	38,926	100.0%	1,892	5.1%

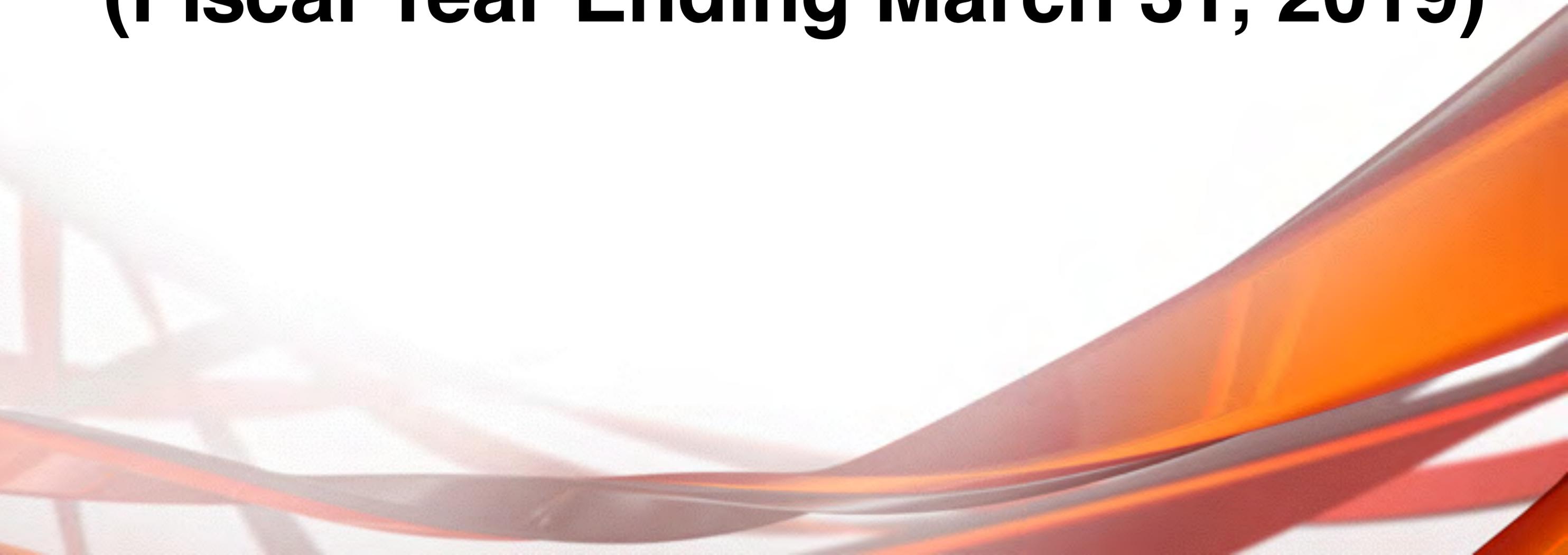
Net Sales by Region (FY2017)

(Units: Thousands of Units)

	FY2016		FY2017		YoY Change	
	Amount	Ratio	Amount	Ratio	Amount	Rate of change
Japan	3,060	48.3%	2,250	31.1%	△810	△26.5%
Overseas	3,270	51.7%	4,990	68.9%	1,720	52.6%
North America	1,320	20.9%	2,120	29.3%	800	60.6%
Europe	880	13.9%	1,670	23.1%	790	89.8%
Asia	1,070	16.9%	1,200	16.6%	130	12.1%
Total	6,330	100.0%	7,240	100.0%	910	14.4%

※Note:Includes downloadable versions and royalty

KOEI TECMO HOLDINGS CO., LTD.
Consolidated Plan
(Fiscal Year Ending March 31, 2019)



Financial Summary (Plan FY2018)

FY2018

(Units: Millions of Yen)

	FY2017		FY2018		YoY Change	
	Amount	Ratio	Amount	Ratio	Amount	Rate of change
Sales	38,926	100.0%	41,000	100.0%	2,074	5.3%
Operating Profit	11,711	30.1%	12,000	29.3%	289	2.5%
Ordinary Profit	18,293	47.0%	17,500	42.7%	△793	△4.3%
Net Income	13,017	33.4%	12,500	30.5%	△517	△4.0%

1st Half FY2018

(Units: Millions of Yen)

	FY2017		FY2018		YoY Change	
	Amount	Ratio	Amount	Ratio	Amount	Rate of change
Sales	14,916	100.0%	17,000	100.0%	2,084	14.0%
Operating Profit	2,850	19.1%	2,900	17.1%	50	1.7%
Ordinary Profit	6,897	46.2%	5,400	31.8%	△1,497	△21.7%
Net Income	5,034	33.7%	3,900	22.9%	△1,134	△22.5%

Sales and Operating Profit by Business Segment (Plan FY2018)

FY2018

(Units: Millions of Yen)

	Entertainment	Pachislot & Pachinko	Amusement Facilities	Real Estate	Others	Subtotal	Corporate & Elimination	Total
Sales	37,200	1,500	1,500	800	150	41,150	△150	41,000
Operating Profit	11,000	500	100	350	50	12,000	0	12,000

FY2017

(Units: Millions of Yen)

	Entertainment	Pachislot & Pachinko	Amusement Facilities	Real Estate	Others	Subtotal	Corporate & Elimination	Total
Sales	35,389	945	1,536	784	584	39,240	△313	38,926
Operating Profit	10,938	289	△362	348	496	11,711	0	11,711

Net Sales by Region (Plan FY2018)

(Units: Millions of Yen)

	FY2017		FY2018		YoY Change	
	Amount	Ratio	Amount	Ratio	Amount	Rate of change
Japan	26,000	66.8%	27,500	67.1%	1,500	5.8%
Overseas	12,926	33.2%	13,500	32.9%	574	4.4%
North America	4,419	11.4%	5,000	12.2%	581	13.1%
Europe	3,334	8.6%	3,700	9.0%	366	11.0%
Asia	5,172	13.3%	4,800	11.7%	△372	△7.2%
Total	38,926	100.0%	41,000	100.0%	2,074	5.3%

Sales Units by Region (Plan FY2018)

(Units: Thousands of Units)

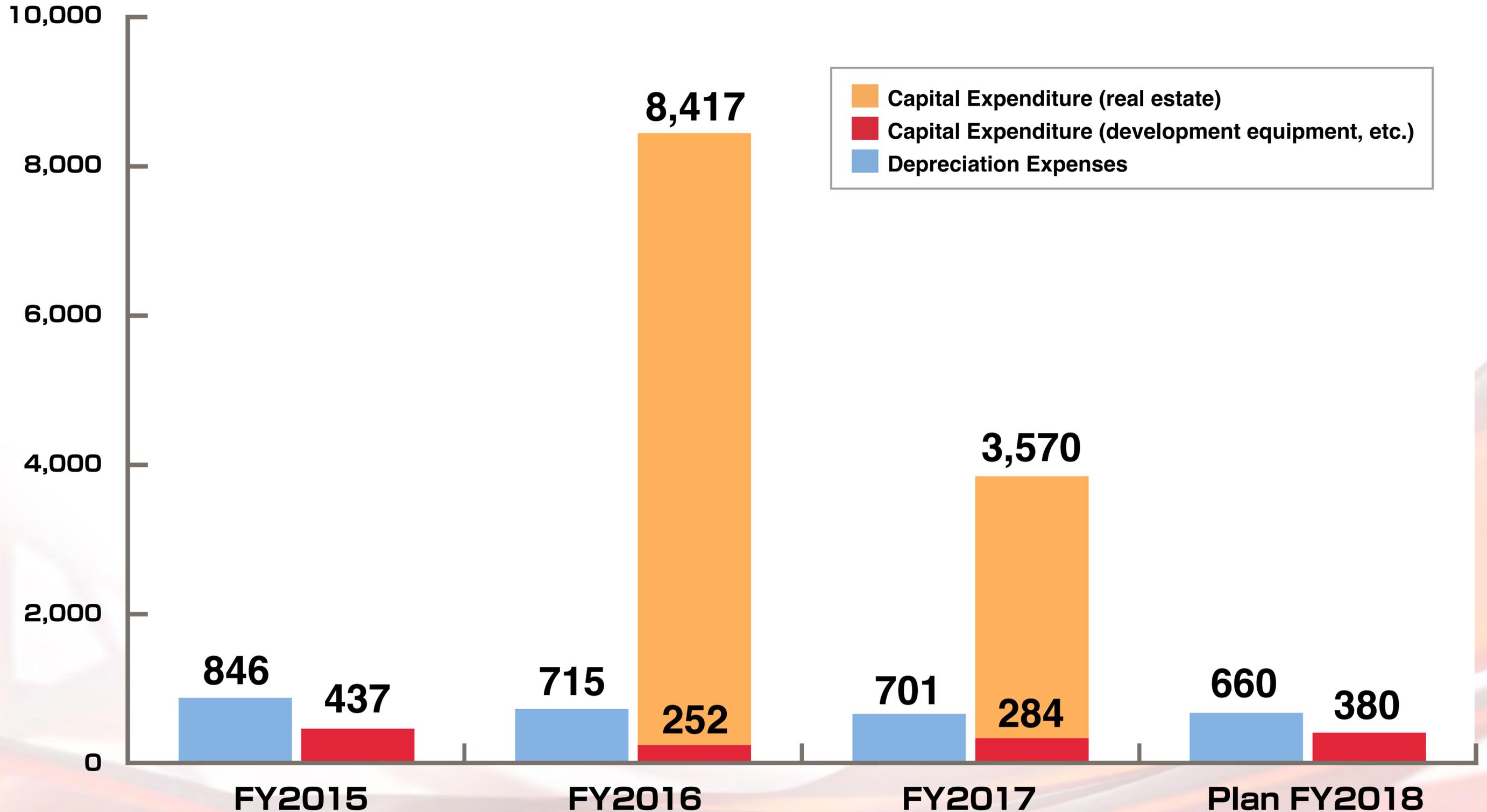
	FY2017		FY2018		YoY Change	
	Amount	Ratio	Amount	Ratio	Amount	Rate of change
Japan	2,250	31.1%	2,300	31.5%	50	2.2%
Overseas	4,990	68.9%	5,000	68.5%	10	0.2%
North America	2,120	29.3%	2,250	30.8%	130	6.1%
Europe	1,670	23.1%	1,850	25.3%	180	10.8%
Asia	1,200	16.6%	900	12.3%	△300	△25.0%
Total	7,240	100.0%	7,300	100.0%	60	0.8%

※Note:Includes downloadable versions and royalty

Capital Expenditure and Depreciation Expenses (Plan FY2017)

Capital Expenditure and Depreciation Expenses

(Units: Millions of Yen)

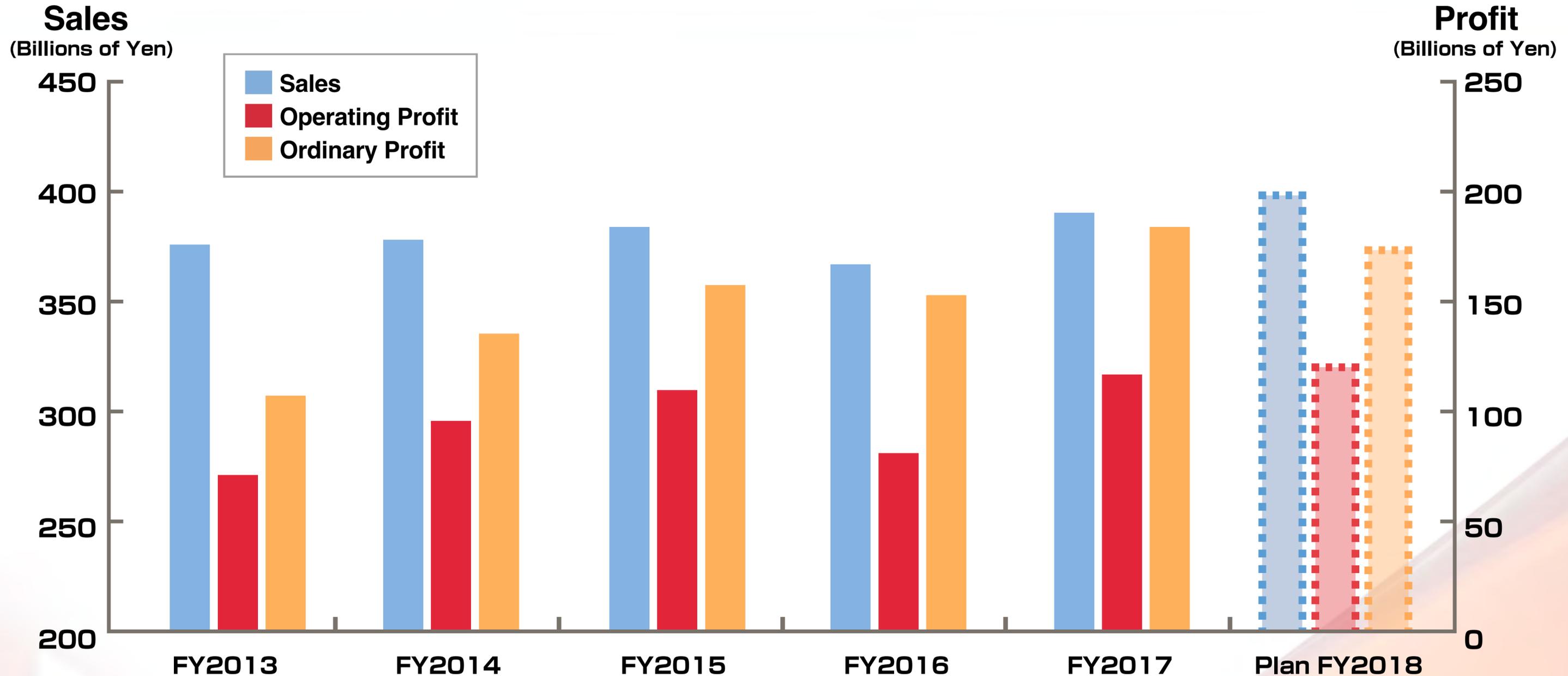


KOEI TECMO Group Management Policy

KOEI TECMO HOLDINGS CO., LTD.

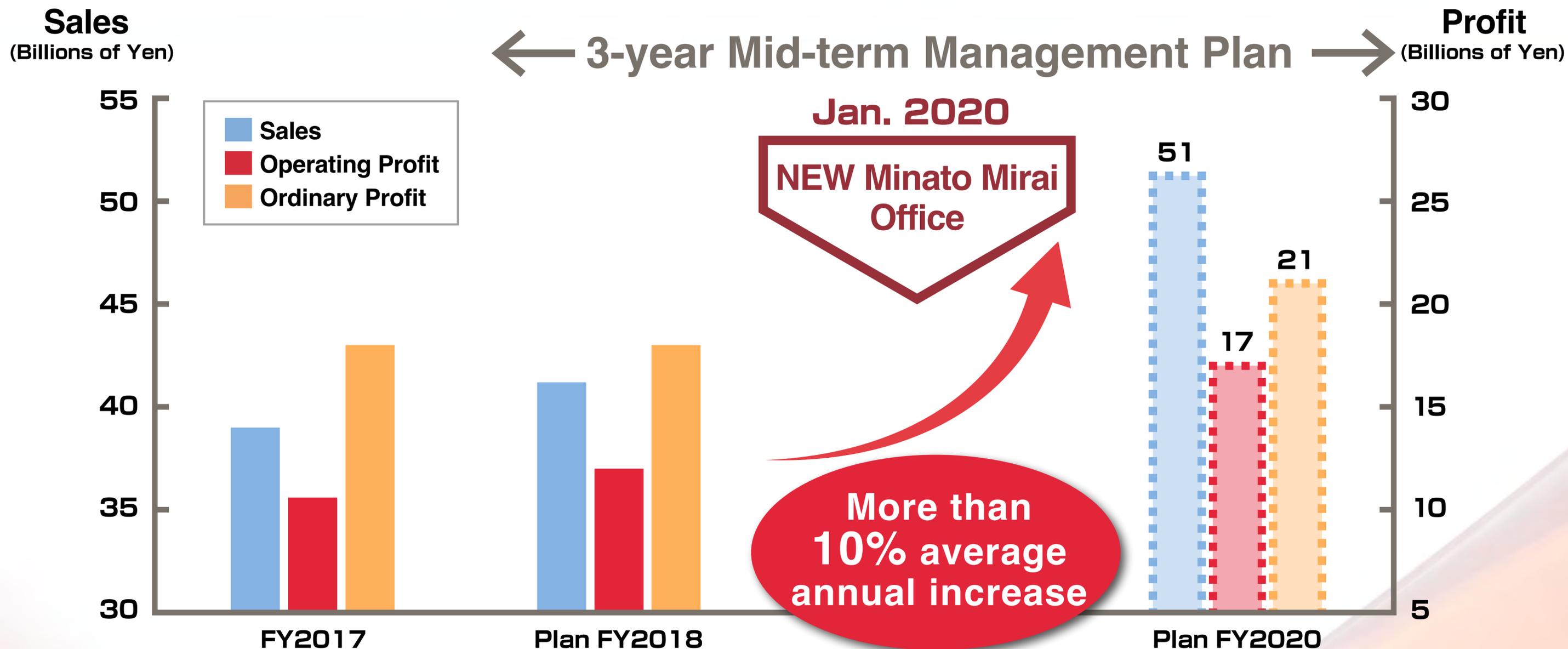
**President & CEO
Youichi Erikawa**

FY2017



- **Succeeded in reaching the highest profit record with the three-point approach of "Quality, Delivery, and Cost."**
- **Aim to further improve the growth rate and profitability in 2018.**

Medium-term Management Plan (FY2018-FY2020)



- Aim to increase sales and profit rates yearly by at least 10%, and achieve sales of 51 billion yen, operating profit of 17 billion yen, and ordinary profit of 21 billion yen by the end of FY2020.
- Create and release titles with sales of at least 5 million copies, and smartphone titles that generate 1 billion yen in profit monthly.

Management Policy for FY2018

- 1. Create and develop global IPs.**
- 2. Effectively expand global business.**



Management Policy FY2018

Create and develop global IPs.

Multi-Platform

Expansion into many genres

Tie-ins

**Global
IPs.**

**Collaborative
Efforts**

Animation	Comics	Toys
Food service	Movies	Publishing
Apparel	Goods	TV
Music	Food	Local Community

Global Expansion

Management Policy FY2018

Effectively expanding global business.

- 1. Reevaluate the roles of our global offices.**
- 2. Cultivate personnel for global business expansion**
- 3. Full-scale entry into Chinese market.**



Change to the next generation of management

KTG President Hisashi Koinuma will also take the position of KTHD Vice-President

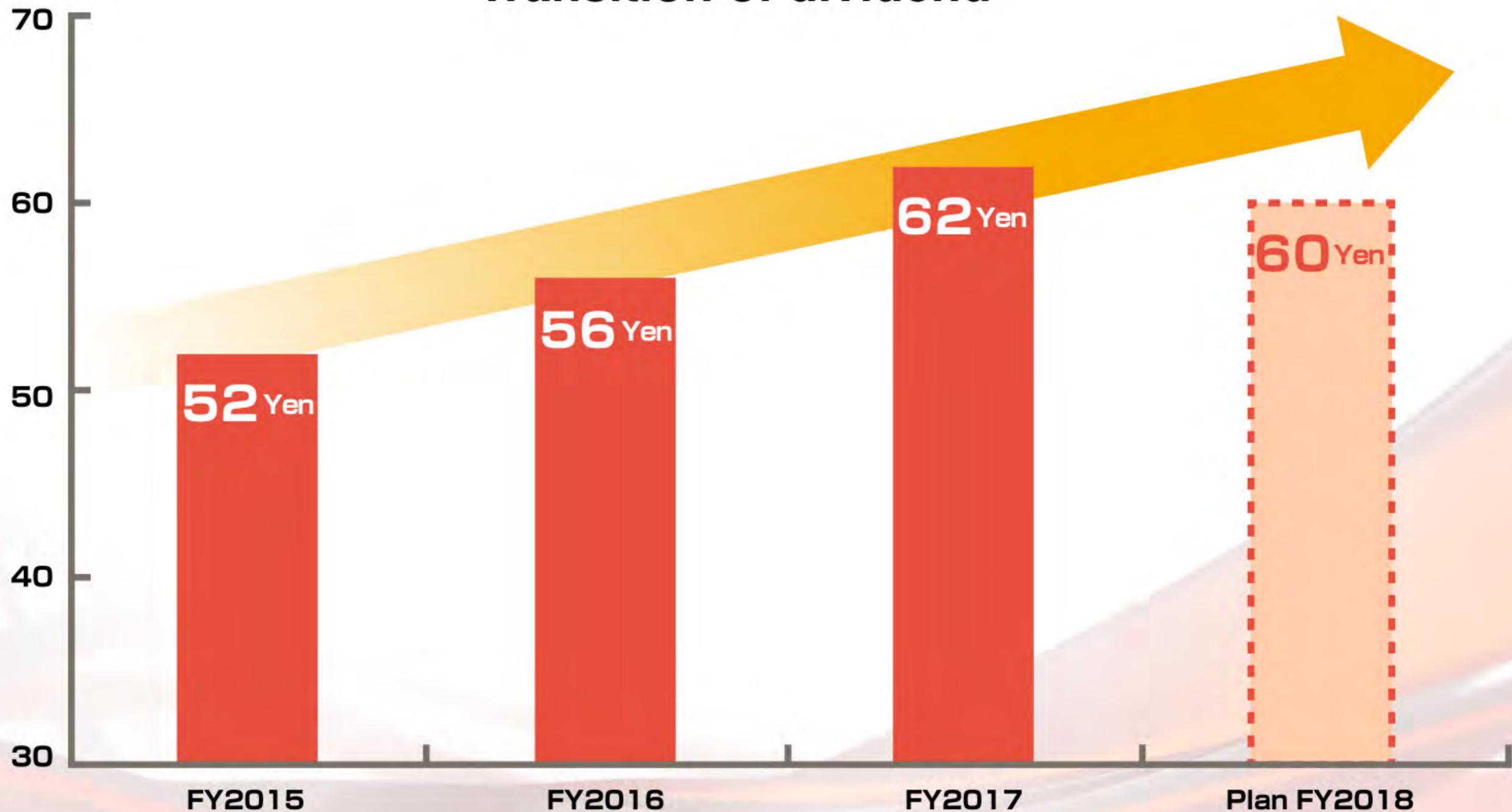
- Implement our 3-year mid-term plan with the next generation of upper management.**
- Speed up the transfer of power and management decisions.**
- Strengthen the management structure and increase corporate value.**

Dividend Policy

Payout Ratio of 50% or 50 Yen Per Stock

(Dividend of Yen)

Transition of dividend

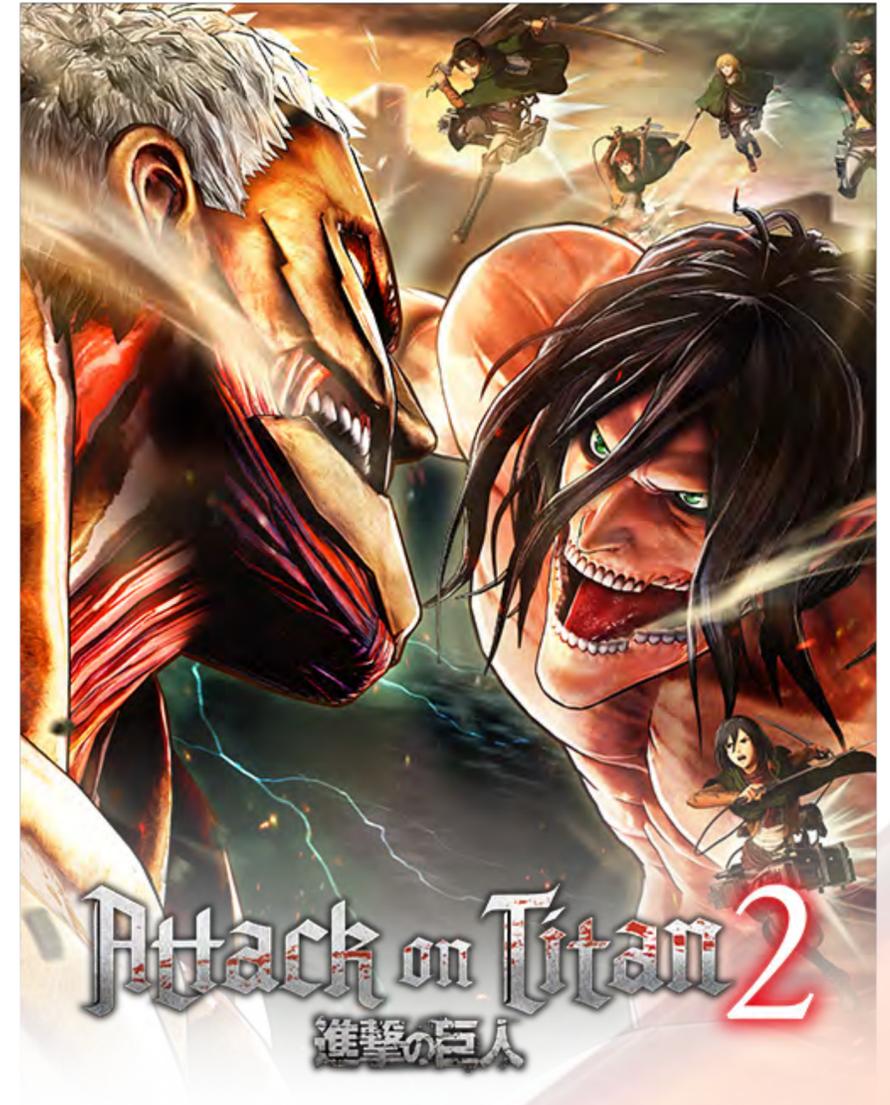


KOEI TECMO Group Management Policy & Strategy

KOEI TECMO HOLDINGS CO., LTD.

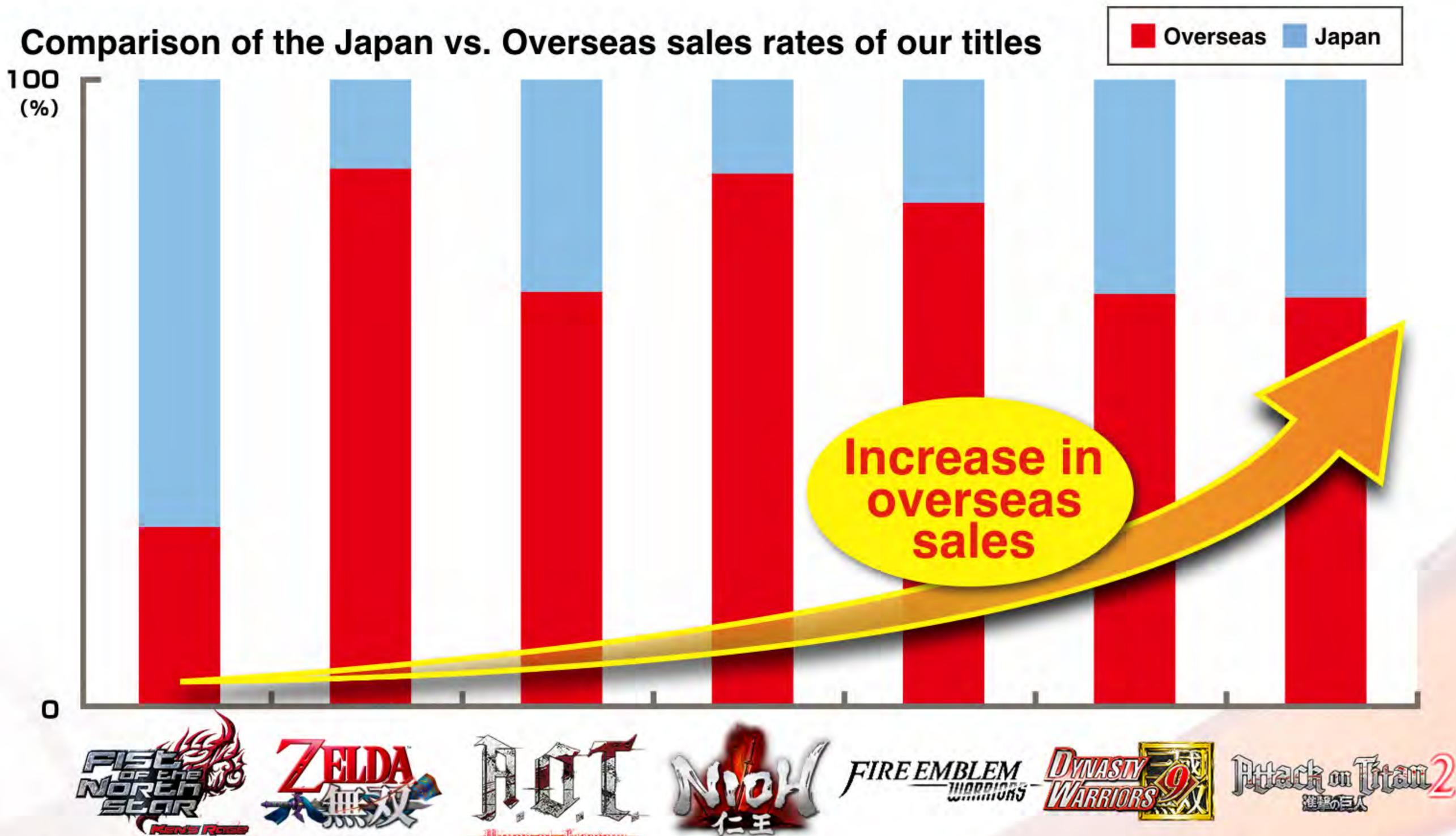
**Vice President
Hisashi Koinuma**

Creation and development of global IPs.



- Our original IP "Nioh" has achieved great success and sold more than 1.9 million copies globally. We aim to rapidly expand on this success on the large-scale U.S. and European markets.
- "Dynasty Warriors 9" has reached the same number of sales in Japan and Asia. Using high-compatibility IPs will provide for the most effective market expansion.
- We have prepared new projects to be employed in the 3-year expansion plan.

Creation and development of global IPs.



In future, we also intend to engage in collaborations with leading overseas IPs.

Creation and development of global IPs.

Summary of smartphone game operations

< Titles developed/managed by our company >



Japan

Overseas



Japan

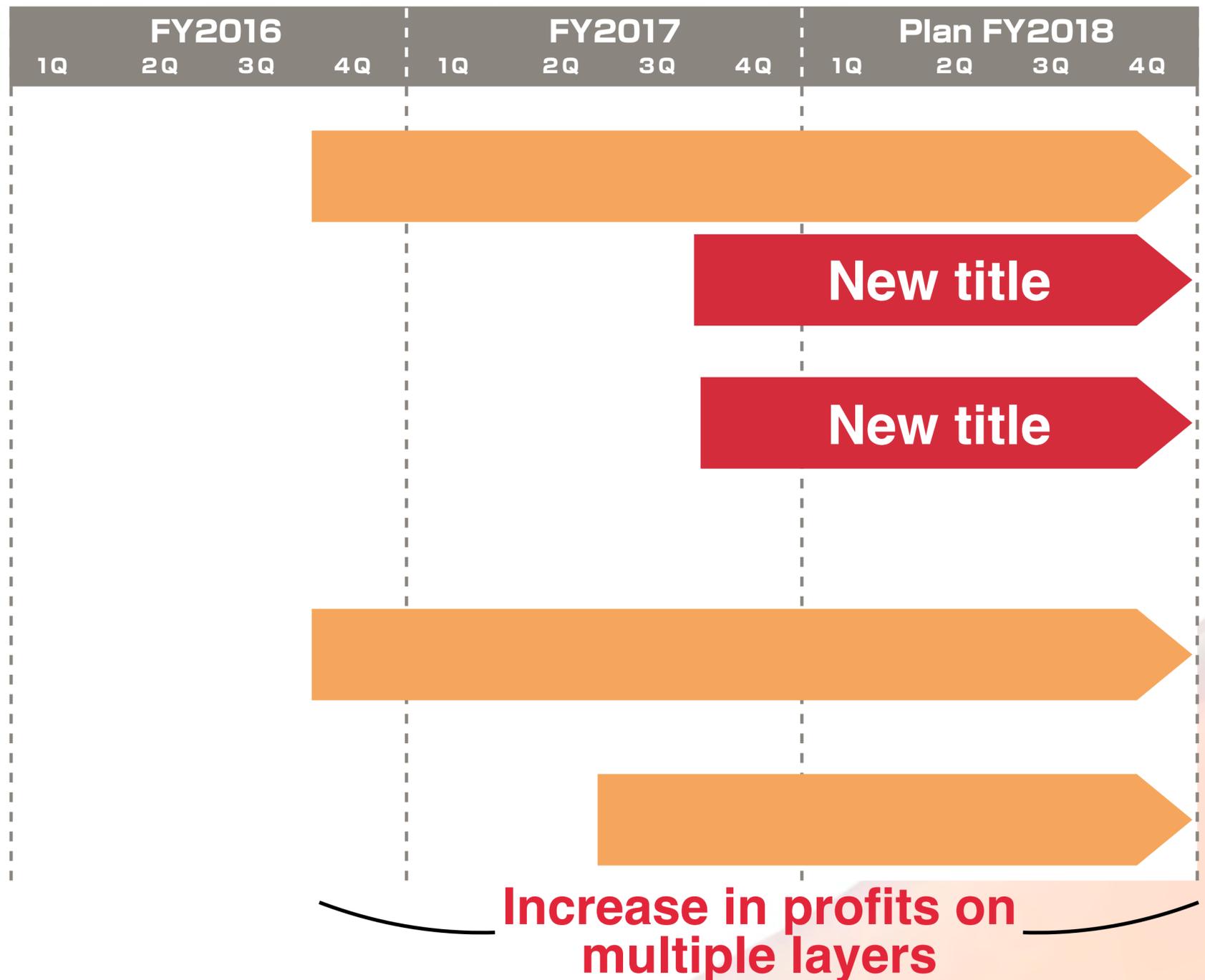
< IP license titles >



Overseas



Overseas



- Earn additional profit by increasing the number of new smartphone titles that are developed and operated by our company.
- Engage in IP licensing in Asia.

Effectively expanding global business.

- **Reevaluate the roles of our global offices.**
Aim to strengthen global digital marketing,
and maintain and improve global community activities.
- **Cultivate global-oriented personnel.**
Train global producers and directors.
- **Develop a 3-year plan for a full-scale expansion
to Chinese market**





This document contains statements regarding future objectives, beliefs and current expectations of KOEI TECMO HOLDINGS CO., LTD. with respect to its financial results. Such statements imply risks uncertainties and no guarantee of future performance