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Financial Results for the First Quarter of the Fiscal Year Ending March 2024

July 31, 2023

KOEI TECMO HOLDINGS CO., LTD.

Performance

- Mainly repeat sales in the console game sector, with no new product releases.
- Online and mobile game sector recorded record quarterly sales (10.9 billion yen).
- Non-operating expenses include proceeds from sales of marketable securities.

Topics

- Online and mobile game sector: planned new releases, including a location-based game "Nobunaga's Ambition: Shutsujin".
- Console game sector: expected new releases, including "Fate/Samurai Remnant".

(Million Yen)

	FY22 1Q Results		FY23 1Q Results		Vs Previous Year	
	Amount	Component Ratio	Amount	Component Ratio	Amount	Percent Change
Sales	18,653	-	18,297	-	△ 356	-1.9%
Operating Profit	11,657	62.5%	7,506	41.0%	△ 4,151	-35.6%
Ordinary Profit	9,086	48.7%	14,687	80.3%	5,601	61.6%
Net Profit	6,750	36.2%	10,552	57.7%	3,802	56.3%

			Launch date/ Area
Online/ Mobile	New!	"DRAGON QUEST CHAMPIONS (Publisher; SQUARE ENIX CO., LTD.)" (Developer/Operator) iOS/Android	Released in June Japan

Results by Business Segment



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(Million Yen)

		FY22 1Q	FY23 1Q	Change
Entertainment	Sales	17,805	17,117	△ 688
	Operating Profit	11,491	7,329	△ 4,162
Amusement	Sales	645	907	262
	Operating Profit	80	203	123
Real Estate	Sales	287	301	14
	Operating Profit	80	31	△ 49
Others	Sales	76	80	4
	Operating Profit	5	△ 57	△ 62
Corporate & Elimination	Sales	△ 162	△ 109	53
	Operating Profit	-	-	-
Total	Sales	18,653	18,297	△ 356
	Operating Profit	11,657	7,506	△ 4,151

Sales Amounts by Region



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(Million Yen)

	FY22 1Q		FY23 1Q		Vs Previous Year	
	Amount	Component Ratio	Amount	Component Ratio	Amount	Percent Change
Japan	9,097	48.8%	10,636	58.1%	1,539	16.9%
Overseas	9,555	51.2%	7,661	41.9%	△ 1,894	-19.8%
N. America	2,739	14.7%	1,803	9.9%	△ 936	-34.2%
Europe	786	4.2%	539	2.9%	△ 247	-31.4%
Asia	6,029	32.3%	5,319	29.1%	△ 710	-11.8%
Total	18,653	100.0%	18,297	100.0%	△ 356	-1.9%

Units Sold by Region/ Number of DL



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(1000 Copies)

	FY22 1Q		FY23 1Q		Vs Previous Year	
	Units	Component Ratio	Units	Component Ratio	Units	Percent Change
Japan	860	27.8%	560	37.8%	△ 300	-34.9%
Overseas	2,230	72.2%	920	62.2%	△ 1,310	-58.7%
N. America	1,050	34.0%	410	27.7%	△ 640	-61.0%
Europe	500	16.2%	250	16.9%	△ 250	-50.0%
Asia	680	22.0%	260	17.6%	△ 420	-61.8%
Total	3,090	100.0%	1,480	100.0%	△ 1,610	-52.1%
DL Units	1,870		1,200		△ 670	-35.8%
DL Ratio	60.5%		81.1%		+20.6pt	

Breakdown on the Sales for Entertainment Segment



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(Million Yen)

		FY22 1Q	FY23 1Q	Change	% Change
Console	Package ^[1]	4,455	2,067	△ 2,388	-53.6%
	DL ^[2]	4,260	3,430	△ 830	-19.5%
	DLC ^[3]	690	590	△ 100	-14.5%
		9,405	6,087	△ 3,318	-35.3%
Online/	PC Online ^[4]	210	160	△ 50	-23.8%
Mobile	Smartphone/Social ^[5]	8,050	10,770	2,720	33.8%
	Others	40	0	△ 40	-100.0%
		8,300	10,930	2,630	31.7%
Events & Goods		100	100	0	0.0%
Sales for Entertainment Segment		17,805	17,117	△ 688	-3.9%
Digital Sales^[6]		13,250	14,950	1,700	12.8%
Digital Sales Ratio		74.4%	87.3%	+12.9pt	

[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)

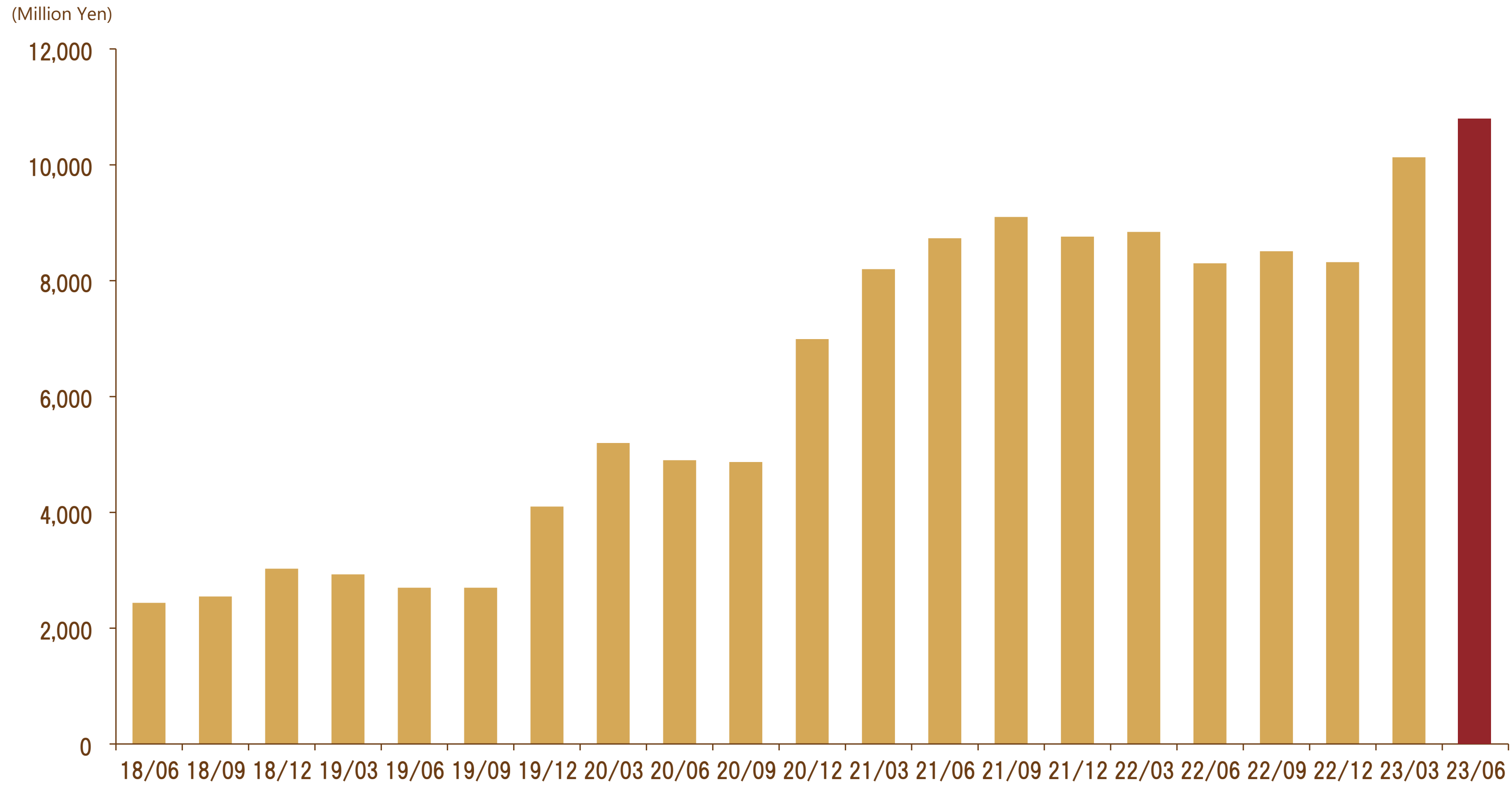
[5]Including sales for smartphone games, social games, browser games, and royalty from IP licensing-out

[6]Sum total for packaged DL and DLC, online, and mobile sales.

Sales Trend in Online/Mobile



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Major Costs/Headcounts



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		(million yen/headcounts)			
		FY22 1Q	FY23 1Q	Change	% Change
Employment Cost	COGS	4,000	4,640	640	16.0%
	SGA	1,110	1,170	60	5.4%
		5,110	5,810	700	13.7%
Subcontracting Cost	COGS	960	1,500	540	56.3%
Advertizing/Promotional Cost	SGA	420	530	110	26.2%
Total Headcount^[1]		2,413	2,536	123	5.1%

[1]Excluding temporary employees.

Financial Summary (FY2023 Plan)



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(Million Yen)

	FY22 Results		FY23 Plan		Vs Previous Year	
	Amount	Component Ratio	Amount	Component Ratio	Amount	Percent Change
Sales	78,417	-	95,000	-	16,583	21.1%
Operating Profit	39,133	49.9%	37,500	39.5%	△ 1,633	-4.2%
Ordinary Profit	39,899	50.9%	40,500	42.6%	601	1.5%
Net Profit	30,935	39.4%	31,000	32.6%	65	0.2%

(Million Yen)

	FY22 Half-year Results		FY23 Half-year Plan		Vs Previous Year	
	Amount	Component Ratio	Amount	Component Ratio	Amount	Percent Change
Sales	34,762	-	41,000	-	6,238	17.9%
Operating Profit	18,321	52.7%	15,200	37.1%	△ 3,121	-17.0%
Ordinary Profit	17,667	50.8%	16,200	39.5%	△ 1,467	-8.3%
Net Profit	13,648	39.3%	12,500	30.5%	△ 1,148	-8.4%

			Launch date/ Area
Console	New!	Atelier Marie Remake: The Alchemist of Salburg PlayStation®5/PlayStation®4/Nintendo Switch™/Steam®	July.13.2023 Worldwide
	New!	NOBUNAGA'S AMBITION: Awakening PlayStation®4/Nintendo Switch™/Windows®Steam®	July.20.2023 Worldwide
	New!	Fate/Samurai Remnant PlayStation®5/PlayStation®4/Nintendo Switch™/Steam®	Sep.28.2023 ^[1] Worldwide
	New!	Rise of the Ronin PlayStation®5	Scheduled Released: 2024
Online/ Mobile	New!	Nobunaga's Ambition: Shutsujin ^[2] iOS/Android	Finished Closed β test in April Japan

[1] Steam® version and North America, Europe region are scheduled to release in Sep.29.2023



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