



KOEI TECMO HOLDINGS CO., LTD.

**Fiscal Year Ending March 2019
Financial Results**

April 26, 2019

Financial Summary (FY2018)

Record high profits were achieved!

(Units: Millions of Yen)

| | FY2017 | | FY2018 | | YoY Change | |
|------------------|---------------|---------------|---------------|---------------|------------|----------------|
| | Amount | Ratio | Amount | Ratio | Amount | Rate of change |
| Sales | 38,926 | 100.0% | 38,968 | 100.0% | 42 | 0.1% |
| Operating Profit | 11,711 | 30.1% | 12,092 | 31.0% | 381 | 3.3% |
| Ordinary Profit | 18,293 | 47.0% | 18,307 | 47.0% | 14 | 0.1% |
| Net Income | 13,017 | 33.4% | 13,694 | 35.1% | 677 | 5.2% |

Major Titles and Events (FY2018)



DEAD OR ALIVE 6
PlayStation®4 / XBOX ONE / Steam®
DEAD OR ALIVE 6
350K copies worldwide



DRAGON QUEST BUILDERS 2
ドラゴンクエストビルダーズ2
●破壊神シドーとからっぽの島●
PlayStation®4 / Nintendo Switch™
Development
DRAGON QUEST BUILDERS 2
Now on sale



信長の野望 大志
with
パワーアップキット
PlayStation®4 / Nintendo Switch™ / Steam®
**NOBUNAGA'S AMBITION:
Taishi WPK**
Now on sale



Winning Post 9
PlayStation®4 / Nintendo Switch™ / Steam®
Winning Post 9
Now on sale



WARRIORS OROCHI 4
PlayStation®4 / Nintendo Switch™ / Steam®
WARRIORS OROCHI 4
700K copies worldwide

Major Titles and Events (FY2018)



IP License iOS / Android



IP License iOS / Android



PlayStation®4 / Nintendo Switch™ / Steam®
Nelke & the Legendary Alchemists
 ~Ateliers of the New World~



PlayStation®4 / Nintendo Switch™
Atelier Lulua ~The Scion of Arland~



Photography by Masao Oyama
 ネオロマンス・ライブ
遙かキャラソン祭
Haruka Character Song Matsuri



3Majesty x X.I.P. LIVE
 5th Anniversary Tour
FINAL ~WITH YOU~
Event 90K participants

Sales and Operating Profit by Business Segment (FY2018)

FY2018

(Units: Millions of Yen)

| | Entertainment | Pachislot & Pachinko | Amusement Facilities | Real Estate | Others | Subtotal | Corporate & Elimination | Total |
|------------------|---------------|----------------------|----------------------|-------------|--------|----------|-------------------------|--------|
| Sales | 35,120 | 1,639 | 1,516 | 768 | 184 | 39,228 | △260 | 38,968 |
| Operating Profit | 11,078 | 587 | 99 | 273 | 52 | 12,092 | 0 | 12,092 |

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 (FY2018)

(Units: Millions of Yen)

| | FY2017 | | FY2018 | | YoY Change | |
|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| | Amount | Ratio | Amount | Ratio | Amount | Rate of change |
| Japan | 26,000 | 66.8% | 26,541 | 68.1% | 541 | 2.1% |
| Overseas | 12,926 | 33.2% | 12,427 | 31.9% | △499 | △3.9% |
| North America | 4,419 | 11.4% | 3,926 | 10.1% | △493 | △11.2% |
| Europe | 3,334 | 8.6% | 2,074 | 5.3% | △1,260 | △37.8% |
| Asia | 5,172 | 13.3% | 6,427 | 16.5% | 1,255 | 24.3% |
| Total | 38,926 | 100.0% | 38,968 | 100.0% | 42 | 0.1% |

Net Sales by Region (FY2018)

(Units: Thousands of Units)

| | FY2017 | | FY2018 | | YoY Change | |
|---------------|--------------|---------------|--------------|---------------|---------------|----------------|
| | Amount | Ratio | Amount | Ratio | Amount | Rate of change |
| Japan | 2,250 | 31.1% | 2,440 | 42.2% | 190 | 8.4% |
| Overseas | 4,990 | 68.9% | 3,340 | 57.8% | △1,650 | △33.1% |
| North America | 2,120 | 29.3% | 1,390 | 24.0% | △730 | △34.4% |
| Europe | 1,670 | 23.1% | 995 | 17.2% | △675 | △40.4% |
| Asia | 1,200 | 16.6% | 955 | 16.5% | △245 | △20.4% |
| Total | 7,240 | 100.0% | 5,780 | 100.0% | △1,460 | △20.2% |

※Note:Includes downloadable versions and royalty

KOEI TECMO HOLDINGS CO., LTD.
Consolidated Plan
(Fiscal Year Ending March 31, 2020)



Financial Summary (Plan FY2019)

FY2019

(Units: Millions of Yen)

| | FY2018 | | FY2019 | | YoY Change | |
|------------------|--------|--------|--------|--------|------------|----------------|
| | Amount | Ratio | Amount | Ratio | Amount | Rate of change |
| Sales | 38,968 | 100.0% | 43,000 | 100.0% | 4,032 | 10.3% |
| Operating Profit | 12,092 | 31.0% | 12,000 | 27.9% | △92 | △0.8% |
| Ordinary Profit | 18,307 | 47.0% | 16,000 | 37.2% | △2,307 | △12.6% |
| Net Income | 13,694 | 35.1% | 13,000 | 30.2% | △694 | △5.1% |

1st Half FY2019

(Units: Millions of Yen)

| | FY2018 | | FY2019 | | YoY Change | |
|------------------|--------|--------|--------|--------|------------|----------------|
| | Amount | Ratio | Amount | Ratio | Amount | Rate of change |
| Sales | 17,407 | 100.0% | 18,000 | 100.0% | 593 | 3.4% |
| Operating Profit | 4,684 | 26.9% | 4,000 | 22.2% | △684 | △14.6% |
| Ordinary Profit | 8,587 | 49.3% | 5,500 | 30.6% | △3,087 | △36.0% |
| Net Income | 6,290 | 36.1% | 5,000 | 27.8% | △1,290 | △20.5% |

Sales and Operating Profit by Business Segment (Plan FY2019)

FY2019

(Units: Millions of Yen)

| | Entertainment | Amusement | Real Estate | Others | Subtotal | Corporate & Elimination | Total |
|------------------|---------------|-----------|-------------|--------|----------|-------------------------|--------|
| Sales | 39,040 | 3,300 | 650 | 130 | 43,120 | △120 | 43,000 |
| Operating Profit | 11,130 | 700 | 120 | 50 | 12,000 | 0 | 12,000 |

FY2018

(Units: Millions of Yen)

| | Entertainment | Pachislot & Pachinko | Amusement Facilities | Real Estate | Others | Subtotal | Corporate & Elimination | Total |
|------------------|---------------|----------------------|----------------------|-------------|--------|----------|-------------------------|--------|
| Sales | 35,120 | 1,639 | 1,516 | 768 | 184 | 39,228 | △260 | 38,968 |
| Operating Profit | 11,078 | 587 | 99 | 273 | 52 | 12,092 | 0 | 12,092 |

Net Sales by Region (Plan FY2019)

(Units: Millions of Yen)

| | FY2018 | | FY2019 | | YoY Change | |
|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| | Amount | Ratio | Amount | Ratio | Amount | Rate of change |
| Japan | 26,541 | 68.1% | 26,900 | 62.6% | 359 | 1.4% |
| Overseas | 12,427 | 31.9% | 16,100 | 37.4% | 3,673 | 29.6% |
| North America | 3,926 | 10.1% | 5,800 | 13.5% | 1,874 | 47.7% |
| Europe | 2,074 | 5.3% | 5,100 | 11.9% | 3,026 | 145.9% |
| Asia | 6,427 | 16.5% | 5,200 | 12.1% | △1,227 | △19.1% |
| Total | 38,968 | 100.0% | 43,000 | 100.0% | 4,032 | 10.3% |

Sales Units by Region (Plan FY2019)

(Units: Thousands of Units)

| | FY2018 | | FY2019 | | YoY Change | |
|---------------|--------------|---------------|--------------|---------------|--------------|----------------|
| | Amount | Ratio | Amount | Ratio | Amount | Rate of change |
| Japan | 2,440 | 42.2% | 2,110 | 28.1% | △330 | △13.5% |
| Overseas | 3,340 | 57.8% | 5,390 | 71.9% | 2,050 | 61.4% |
| North America | 1,390 | 24.0% | 2,440 | 32.5% | 1,050 | 75.5% |
| Europe | 995 | 17.2% | 1,930 | 25.7% | 935 | 94.0% |
| Asia | 955 | 16.5% | 1,020 | 13.6% | 65 | 6.8% |
| Total | 5,780 | 100.0% | 7,500 | 100.0% | 1,720 | 29.8% |

※Note:Includes downloadable versions and royalty

Capital Expenditure and Depreciation Expenses (Plan FY2019)

(Units: Millions of Yen)

| | FY2016 | FY2017 | FY2018 | Plan FY2019 |
|--|---------------|---------------|---------------|------------------------|
| Capital Expenditure (real estate) | 8,417 | 3,570 | 0 | 13,866 |
| Capital Expenditure (development equipment, etc.) | 252 | 284 | 240 | 460 |
| Depreciation Expenses | 715 | 701 | 738 | 830 |

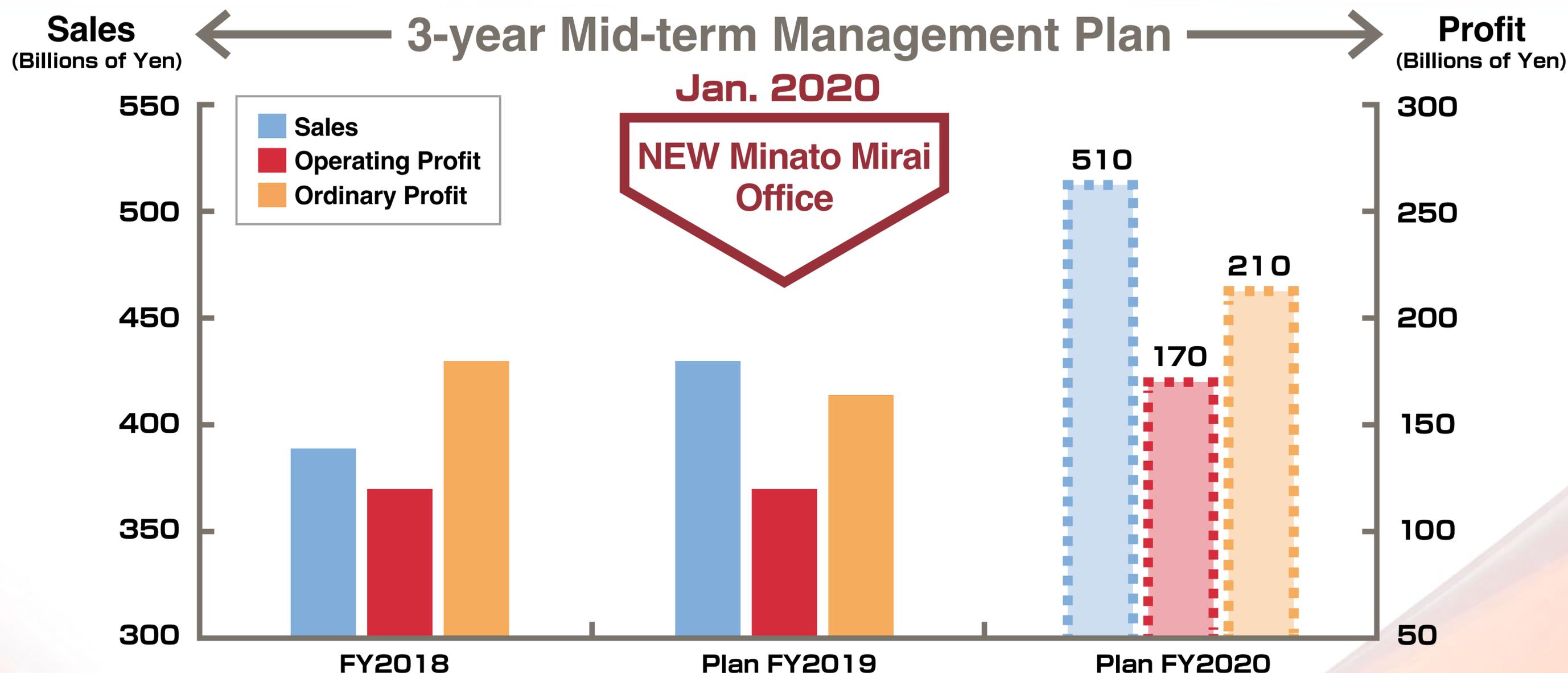
KOEI TECMO Group Management Policy

KOEI TECMO HOLDINGS CO., LTD.

President & CEO (Representative Director)

Yoichi Erikawa

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 a title with sales of at least 5 million copies, and a smartphone title that generates 1 billion yen in sales monthly

Management Policy FY2019

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



Management Policy FY2019

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 FY2019

Effectively expanding global business.

- 1. Create and release a title with sales of at least 5 million copies, and a smartphone title that generates 1 billion yen in sales monthly**
- 2. Reevaluate the roles of our global offices (strengthen digital marketing and become a profit center)**
- 3. Cultivate personnel for global business expansion (hiring, placement, training, and evaluation)**
- 4. Expand business in China**



Management Policy FY2019

January, 2020

**Construction of office at Minatomirai
will be completed.**



Shareholder Return

Basic policy

- Including acquisition of treasury stock, consolidated yearly overall payout 50% for dividends, or yearly dividend of 50 yen per stock

Stock split

- As of October 1, 2018, performed a stock split at a 1.2 ratio to each common stock.

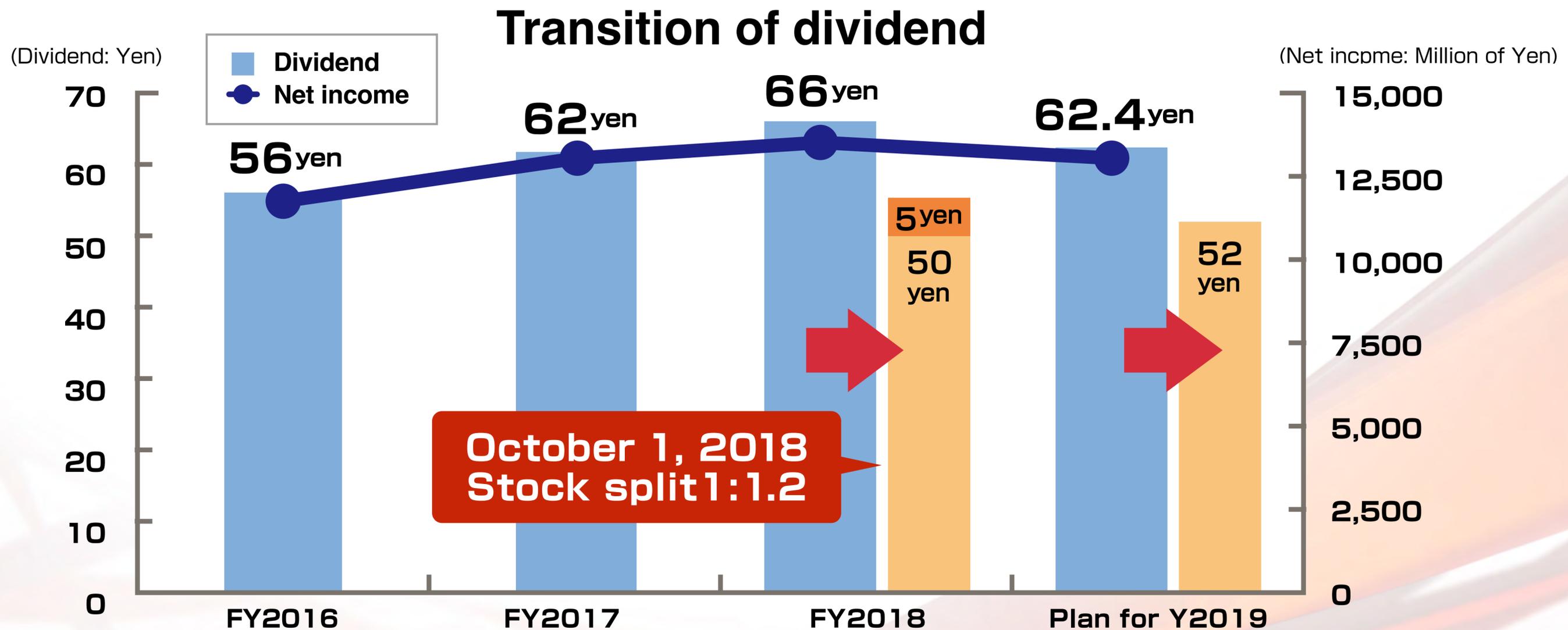
Acquisition of treasury stock

- (1) Total stock obtained: 820,000
- (2) Total amount for stock acquisition: 1,541 million yen

Shareholder Return

Achieved 9 consecutive years of increased profits since the merger.

To show our appreciation to all of our shareholders, we plan a special dividend of 5 yen per stock.



Overall payout for FY2018: 62.03%

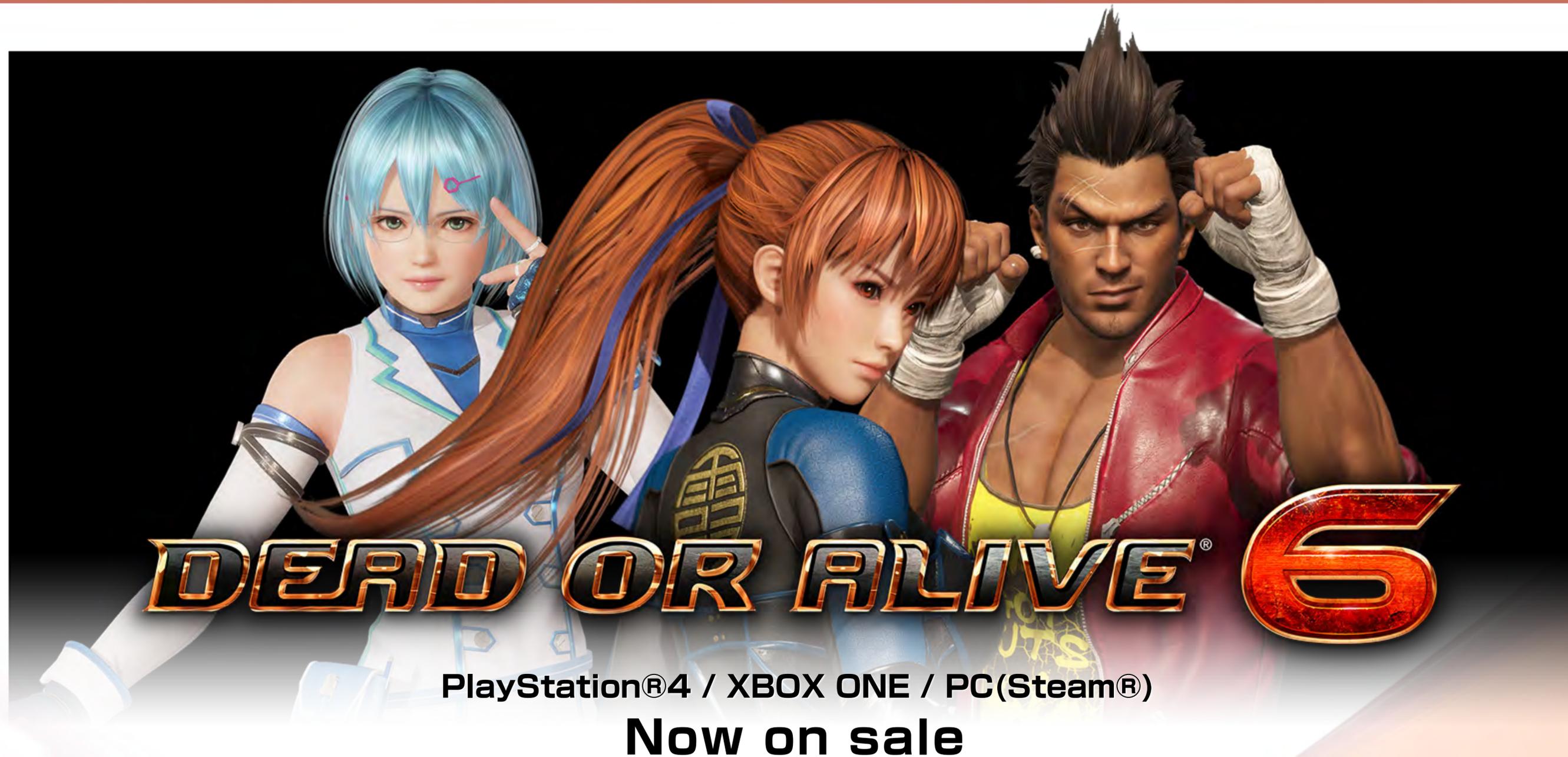
KOEI TECMO Group Management Policy & Strategy

KOEI TECMO HOLDINGS CO., LTD.

Executive Vice President (Representative Director)

Hisashi Koinuma

Title Lineup (Console)



- Worldwide release in March!
- Release of "Core Fighters" (free version)!
- Full scale start of global eSports!

Title Lineup (Console)



July 4, 2019 worldwide release

EU/NA versions and Steam® version release on July 5

**Includes recent anime stories from Season 1 to Season 3 Part 2
(Began broadcasting on April 28 in Japan)**

Title Lineup (Console)



"Nioh 2", the sequel to "Nioh", which has sold over 2.5 million copies, is under development.

Title Lineup (Console)

Development



Nintendo Switch™

Scheduled to launch 2019

Title Lineup (Console)

Development



Nintendo Switch™

On sale July 26, 2019

Title Lineup (Console)



PlayStation®4 / Nintendo Switch™

Title Lineup (Online/Mobile)

Title Lineup (Online/Mobile)

FY2018

Future Plans

**DYNASTY
WARRIORS: Ha**

**DYNASTY
WARRIORS 9
Mobile
(tentative)**

**Uncharted
Waters
ORIGIN**



iOS / Android
Planning to launch service in
China in summer of 2019



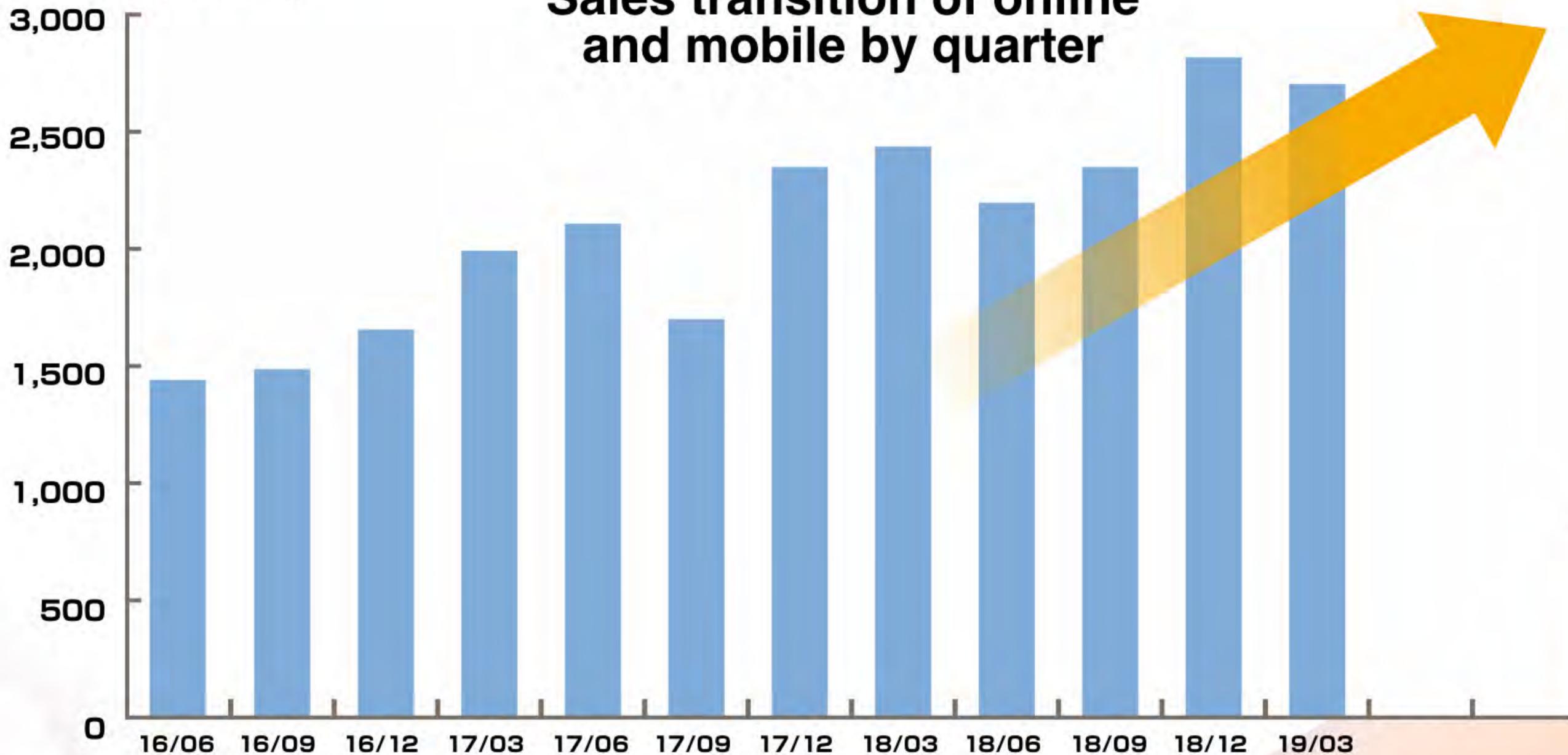
iOS / Android
Release schedule:
TBD

LINE GAMES

iOS / Android
Release schedule:
TBD

Title Lineup (Online/Mobile)

(Units: Millions of Yen)

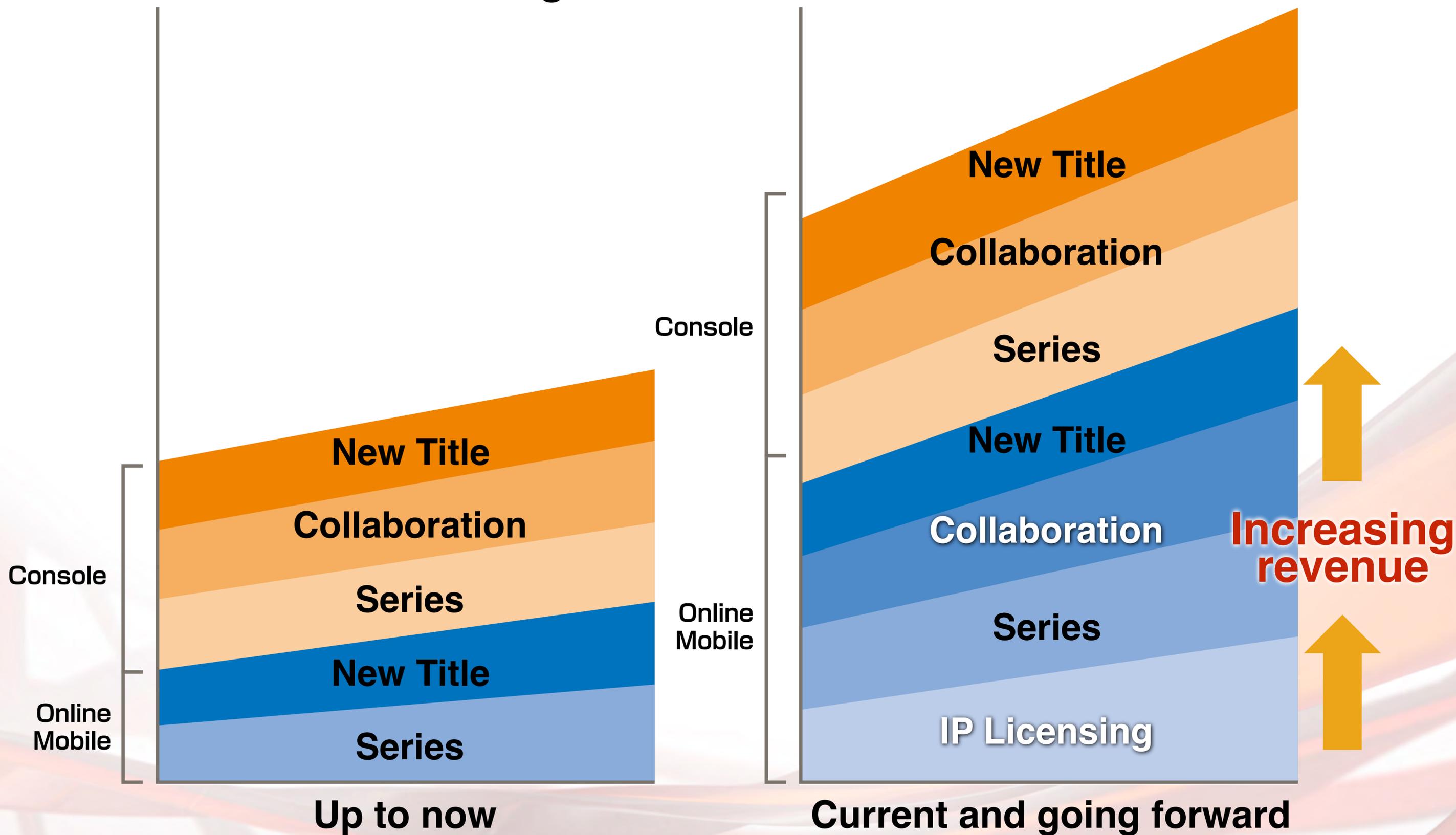


※Note: The total amount for online PC, social (including smartphone), and other mobile titles

- **The sales and profitability of the online and mobile sectors have been able to grow due to royalty income from both titles that are managed and developed by our company, as well as titles from licensed IPs.**

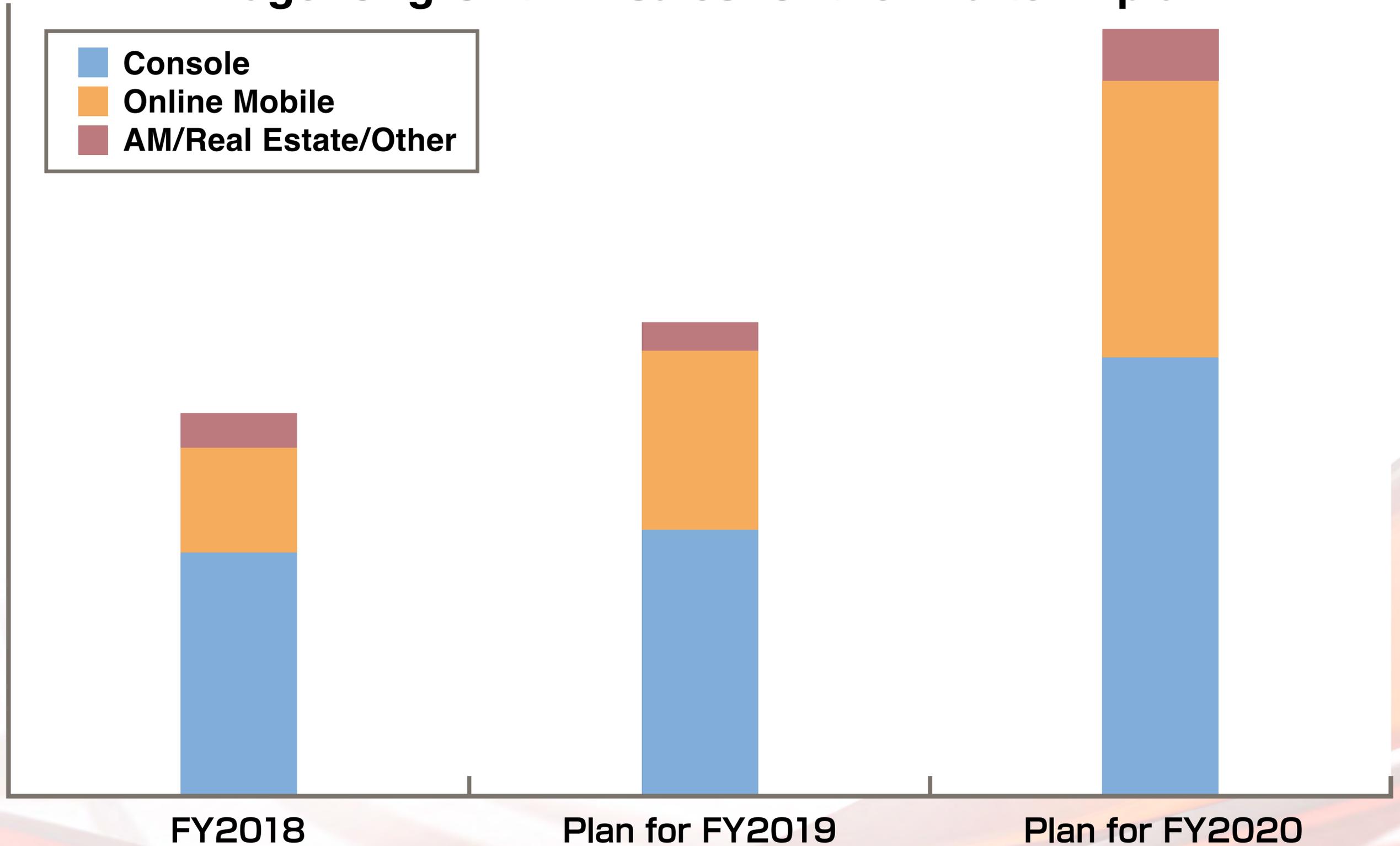
Title Lineup (Online/Mobile)

Change in revenue structure



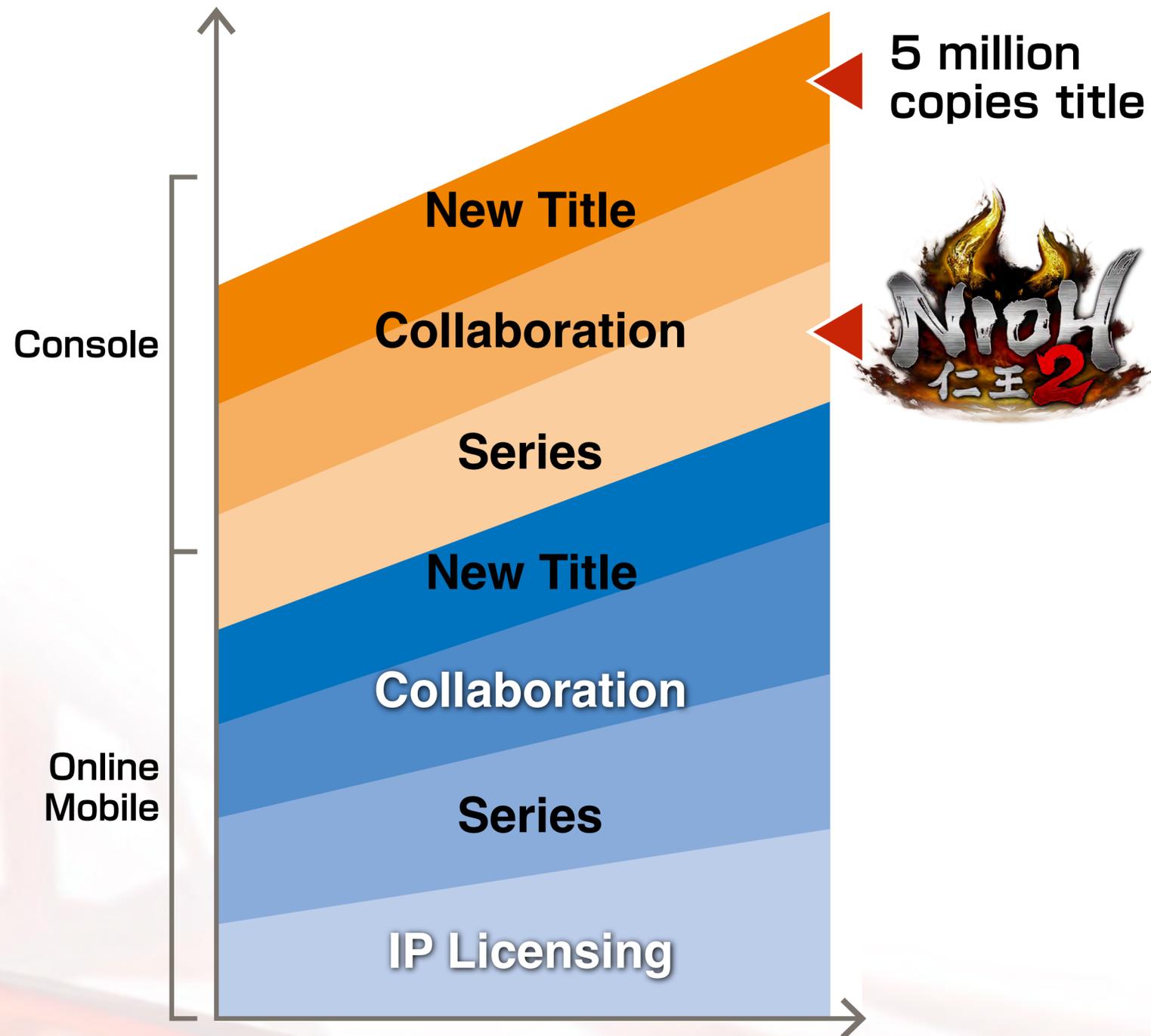
Progress of the Mid-term Plan

Image for growth in sales for the mid-term plan



Progress of the Mid-term Plan

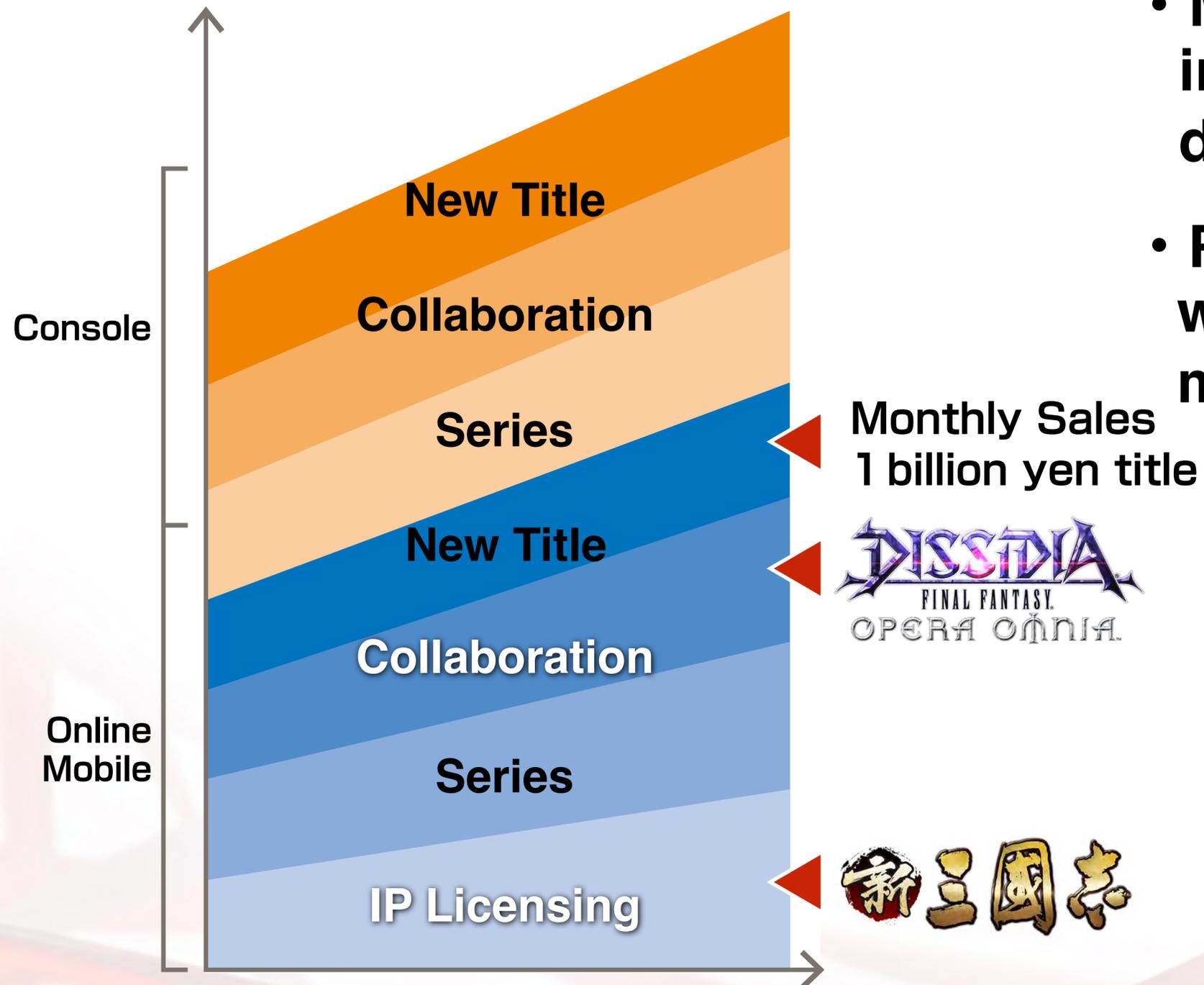
Progress of the title with sales of at least 5 million copies



- AAA title targeting the global market
- Oriental worldview, representative of KOEI TECMO
- Games full of originality that make the best use of each brand's special characteristics

Progress of the Mid-term Plan

Smartphone title that generates 1 billion yen in sales monthly



- Make the best use of success in IP licensing and development/operating titles
- Restart of the “midas” brand, with development across multiple lines

Progress of the Mid-term Plan

| Goal | Progress |
|---|---|
| Reevaluate the roles of our global offices | <ul style="list-style-type: none">• Strengthening digital marketing• Increased numbers of global operating titles from overseas development subsidiary• Developing new markets in Asia |
| Full-scale entry into Chinese market | <ul style="list-style-type: none">• Continuing discussions with potential business partners• Expanding IP licenses |



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