

**KONAMI**

# FY2012 3<sup>rd</sup> Quarter Financial Results

April 1 – December 31, 2011

**KONAMI CORPORATION**  
February 2, 2012

## Cautionary statement with respect to forward-looking statements

Statements made in this presentation with respect to the KONAMI's current plans, estimates, strategies and beliefs, including forecasts, are forward-looking statements about the future performance of KONAMI. These statements are based on management's assumptions and beliefs in light of information currently available to it and, therefore, you should not place undue reliance on them. A number of important factors could cause actual results to be materially different from and worse than those discussed in forward-looking statements. Such factors include, but are not limited to (1) Changes in economic conditions affecting our operations; (2) Fluctuations in foreign exchange rates, particularly with respect to the value of the Japanese yen, the U.S. dollar and the Euro; (3) KONAMI's ability to continue to win acceptance of our products, which are offered in highly competitive markets characterized by the continuous introduction of new products, rapid developments in technology and subjective and changing consumer preferences; (4) KONAMI's ability to successfully expand internationally with a focus on our Digital Entertainment business and Gaming & Systems business; (5) KONAMI's ability to successfully expand the scope of our business and broaden our customer base through our Health & Fitness business; (6) Regulatory developments and changes and our ability to respond and adapt to those changes; (7) KONAMI's expectations with regard to further acquisitions and the integration of any companies we may acquire; and (8) the outcome of contingencies.

- Financial information included herein is not audited by independent public accountants
- (1) Numbers included in this presentation material are;
  - a) in accordance with U.S. GAAP
  - b) rounded to the nearest one hundred million yen
- (2) Revenues of each segment include inter-segment sales

## Net Revenues and Operating Income by Business Segment

(Yen in Billions)

	FY2011 Q1-3 9 months	FY2012 Q1-3 9 months	FY2012 Guidance
<u>Net Revenues</u>	Apr - Dec '10	Apr - Dec '11	Apr '11 - Mar '12
Digital Entertainment	97.9	99.5	140.0
Gaming & Systems	14.5	18.1	24.0
Pachinko & Pachinko Slot Machines	11.5	15.5	20.0
Health & Fitness	65.1	62.1	82.0
Other / Elimination	-0.7	-0.6	-1.0
<b>Total</b>	<b>188.3</b>	<b>194.5</b>	<b>265.0</b>
<u>Operating Income</u>			
Digital Entertainment	13.0	24.3	33.0
Gaming & Systems	3.8	5.1	7.0
Pachinko & Pachinko Slot Machines	3.3	3.8	4.0
Health & Fitness	1.3	2.1	2.5
Other / Elimination	-4.8	-4.3	-6.5
<b>Total</b>	<b>16.5</b>	<b>30.9</b>	<b>40.0</b>

## Digital Entertainment (1)

### Net revenues and operating income

(Yen in Billions)

	FY2011 Q1-3 9 months Apr - Dec '10	FY2012 Q1-3 9 months Apr - Dec '11
Consumer Games	52.5	35.4
SNS	9.7	26.5
e-Amusement	18.2	16.7
Card Games	15.9	19.9
Other	1.6	1.1
<b>Total Net Revenues</b>	<b>97.9</b>	<b>99.5</b>
<b>Operating Income</b>	<b>13.0</b>	<b>24.3</b>
<b>Operating Margin</b>	<b>13.2%</b>	<b>24.4%</b>

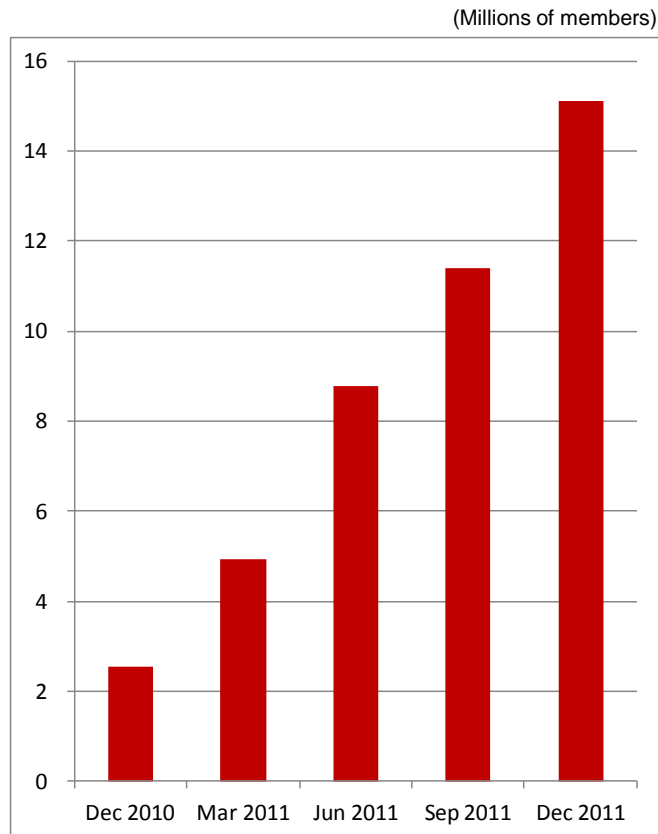
### FY2012 Q3 summary

- Solid sales of soccer, baseball and Metal Gear titles.
- Total registered members of social games including Dragon Collection surpasses 15 million.
- Stable recurring revenues from “e-AMUSEMENT Participation”.
- Solid sales of Yu-Gi-Oh! trading card games.

## Digital Entertainment (2)

### Social Games – Registered Members

\*Cumulative registered members at the end of each month for all social games released by KONAMI.



### Titles in service

Title	Release Date	Platform	Remarks
Dragon Collection	Sep 2010	GREE	No.1 on GREE ranking (as of Feb 1) Launched for Android in Jun, iOS in Jul 2011
Sengoku Collection	Dec 2010	Mobage	No. 6 on Mobage ranking (as of Jan 29) Launched for Android & iOS in Sep 2011
Professional Baseball Dream Nine	Apr 2011	GREE/ Mobage	No. 2 on GREE ranking (as of Feb 1) Launched for Android & iOS in Oct 2011 Launched for Mobage in Oct 2011
CROWS×WORST	May 2011	GREE	No. 9 on GREE ranking (as of Feb 1) Launched for Android in Dec 2011 Launched for iOS in Jan 2012
Slotore! KPE	Jun 2011	GREE	
J.League Dream Eleven	Aug 2011	GREE	No. 15 on GREE ranking (as of Feb 1) Launched for Android in Dec 2011
Hisho Collection	Aug 2011	GREE	No. 20 on GREE ranking (as of Feb 1) Launched for Android in Oct 2011
Busoushinki	Oct 2011	Mobage	
Ikemen desune	Nov 2011	Mobage	
Dream Stallion	Nov 2011	Mobage	Launched for Android & iOS
BE-BOP-HIGHSCHOOL	Jan 2012	Mobage	

### Pipeline (As of Feb. 2, 2012)

Title	Release Date	Platform	Remarks
STAR WARS COLLECTION	Feb 2012	GREE	Pre-registration started on Jan 26. Android and feature phone versions to be launched in Feb, iOS version in Mar 2012
DanceDanceRevolution (Working title)	Feb 2012	GREE (Global)	To be released on smartphones in the United States, Canada, France, United Kingdom, Germany, Spain, and Italy, with other regions to follow

## Digital Entertainment (3)

### Unit sales - video games

#### ■ Unit sales breakdown

(units in million)

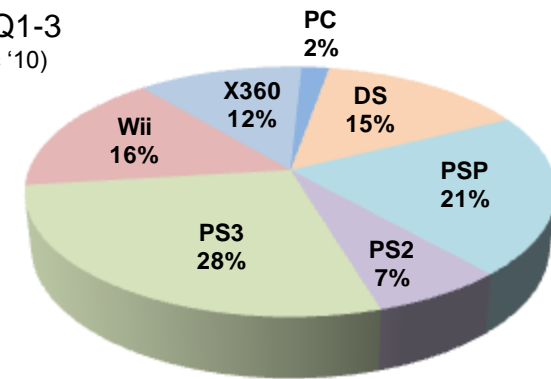
Geographic Region	FY2011 Q1-3	FY2012 Q1-3
	Apr - Dec '10	Apr - Dec '11
Japan	6.53	5.33
Americas	5.05	3.76
Europe	6.60	4.89
Asia	0.31	0.23
<b>Total</b>	<b>18.49</b>	<b>14.21</b>

(units in million)

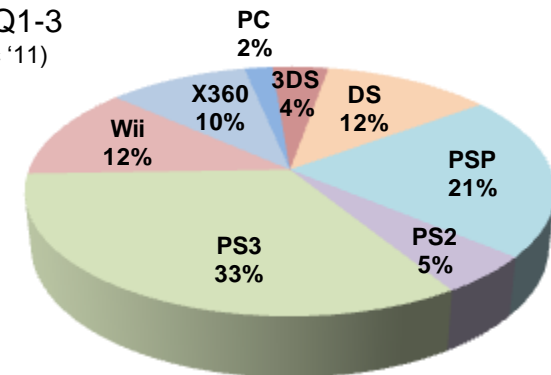
Genre / Category	FY2011 Q1-3	FY2012 Q1-3
	Apr - Dec '10	Apr - Dec '11
Soccer	6.56	5.73
Baseball	0.92	1.16
TV Animated	1.14	0.48
Music	1.86	1.14
METAL GEAR	1.68	1.21
Other	6.33	4.49
<b>Total</b>	<b>18.49</b>	<b>14.21</b>

#### ■ Unit sales platform mix

FY2011 Q1-3  
(Apr - Dec '10)



FY2012 Q1-3  
(Apr - Dec '11)



## Digital Entertainment (4)

### Pipeline

Title	Platform	Geographic Region	Release Date
NeverDead	PS3 / X360	Gobal	Jan - Feb 2012
NEW LOVEPLUS	3DS	Japan	Feb 2012
METAL GEAR SOLID SNAKE EATER 3D	3DS	Gobal	Mar 2012
Professional Baseball Spirits 2012	PS3 / PS Vita PSP	Japan Asia	Mar 2012
Silent Hill Downpour	PS3 / X360	Americas Europe	Mar 2012
Silent Hill HD EDITION	PS3 / X360	Gobal	Mar 2012
Tokimeki Memorial Girl's Side Premium ~3rd Story~	PSP	Japan	Mar 2012
VenusFountain	Arcade	Japan	Feb 2012
Quiz Magic Academy Kenja no Tobira	Arcade	Japan	Mar 2012



METAL GEAR SOLID  
SNAKE EATER 3D



NEW LOVEPLUS



NeverDead



Silent Hill Downpour



VenusFountain



Quiz Magic Academy  
Kenja no Tobira

### Net revenues and operating income

(Yen in Billions)

	FY2011 Q1-3 9 months Apr - Dec '10	FY2012 Q1-3 9 months Apr - Dec '11
Net Revenue	14.5	18.1
Operating Income	3.8	5.1
Operating Margin	26.1%	28.0%

### FY2012 Q3 summary

- Market share expansion through brisk sales of slot machines and increased participation revenues.
- Introduced Advantage 3, a new three-reel stepper cabinet and Dynamic 5, a dual reel stepper that incorporates both an inner and outer mechanical reels at the Global Gaming Expo.



## Pachinko & Pachinko Slot Machines

### Net revenues and operating income

(Yen in Billions)

	FY2011 Q1-3 9 months Apr - Dec '10	FY2012 Q1-3 9 months Apr - Dec '11
Net Revenue	11.5	15.5
Operating Income	3.3	3.8
Operating Margin	28.4%	24.6%

### FY2012 Q3 summary

- Continued to ship “Magical Halloween 3” (launched in September 2011, shipped record units) and released “Ganbare Goemon 2”.

### Net revenues and operating income

(Yen in Billions)

	FY2011 Q1-3 9 months Apr - Dec '10	FY2012 Q1-3 9 months Apr - Dec '11
Directly Operated Clubs	53.5	51.0
Contract-based Clubs (*)	5.1	5.4
Health Related Products	6.5	5.7
<b>Total Net Revenues</b>	<b>65.1</b>	<b>62.1</b>
<b>Operating Income</b>	<b>1.3</b>	<b>2.1</b>
<b>Operating Margin</b>	<b>2.0%</b>	<b>3.3%</b>

(\*) Contract-based clubs: Outsourcing the operations of sports facilities run by regional public bodies and private-sectors to KONAMI.

### FY2012 Q3 summary

- Increased income through efficient operations in directly operated clubs.

THANK YOU