

# FY2024 Financial Results

Fiscal year ended March 31, 2024

**KONAMI GROUP CORPORATION**

May 9, 2024

## Cautionary statement with respect to forward-looking statements

Statements made in this presentation with respect to KONAMI GROUP'S current plans, estimates, strategies and beliefs, including forecasts, are forward-looking statements about the future performance of the Company. 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) the Company'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) the Company's ability to successfully expand internationally with a focus on our Digital Entertainment business, Amusement business and Gaming & Systems business; (5) the Company's ability to successfully expand the scope of our business and broaden our customer base through our Sports business; (6) Regulatory developments and changes and our ability to respond and adapt to those changes; (7) the Company'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 IFRS
  - b) rounded to the nearest one hundred million yen
- (2) Revenues of each segment include inter-segment sales

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## Consolidated Financial Results

(JPY in billions)

	FY2023 Actual	FY2024 Actual	YoY Change (Amount)	YoY Change (%)	FY2024 Revised Guidance
	12 months ended March 2023	12 months ended March 2024			12 months ended March 2024
Revenue	314.3	360.3	46.0	+14.6%	343.0
Business profit	56.6	88.2	31.6	+55.8%	78.5
Other income and other expenses	△10.4	△7.9	2.5	-	△6.5
Operating profit	46.2	80.3	34.1	+73.8%	72.0
Profit before income taxes	47.1	82.7	35.6	+75.5%	72.0
Profit for the year (attributable to owners of the parent)	34.9	59.2	24.3	+69.6%	51.0
Earnings per share (JPY)	258.81	436.50	177.69		376.22

## Revenue by Business Segment

(JPY in billions)

	<b>FY2023 Actual</b> 12 months ended March 2023	<b>FY2024 Actual</b> 12 months ended March 2024	<b>YoY Change (Amount)</b>	<b>YoY Change (%)</b>	<b>FY2024 Revised Guidance</b> 12 months ended March 2024
Digital Entertainment	213.4	249.1	35.7	+16.7%	233.0
Amusement	19.5	26.4	6.9	+35.3%	27.0
Gaming & Systems	38.6	39.7	1.2	+3.0%	39.0
Sports	45.5	47.6	2.2	+4.7%	47.5
Eliminations	△ 2.7	△ 2.6	0.1	-	△ 3.5
<b>Total revenue</b>	<b>314.3</b>	<b>360.3</b>	<b>46.0</b>	<b>+14.6%</b>	<b>343.0</b>

## Profit by Business Segment

(JPY in billions)

	<b>FY2023 Actual</b> 12 months ended March 2023	<b>FY2024 Actual</b> 12 months ended March 2024	<b>YoY Change (Amount)</b>	<b>YoY Change (%)</b>	<b>FY2024 Revised Guidance</b> 12 months ended March 2024
Digital Entertainment	53.0	79.4	26.4	+49.7%	70.0
Amusement	2.8	5.2	2.4	+86.4%	5.5
Gaming & Systems	5.2	6.2	1.0	+20.2%	6.5
Sports	0.5	2.3	1.9	+415.8%	2.0
Corporate expenses and eliminations	△ 4.8	△ 4.9	△ 0.1	-	△ 5.5
<b>Total business profit</b>	<b>56.6</b>	<b>88.2</b>	<b>31.6</b>	<b>+55.8%</b>	<b>78.5</b>
Other income and other expenses	△ 10.4	△ 7.9	2.5	-	△ 6.5
<b>Total operating profit</b>	<b>46.2</b>	<b>80.3</b>	<b>34.1</b>	<b>+73.8%</b>	<b>72.0</b>

## Dividend Declared for FY2024

	(JPY)			
	FY2023 dividend	FY2024 dividend forecast	FY2024 dividend declared	YoY Change
	12 months ended March 2023	12 months ended March 2024	12 months ended March 2024	
Interim dividend	62.00	62.00	62.00	0.00
Year-end dividend	62.00	62.00 (forecast)	69.00 (declared)	7.00
Annual dividend	124.00	124.00 (forecast)	131.00 (declared)	7.00

Based on the earnings of FY2024, we plan to pay dividend according to our payout ratio basic policy of 30% or more.

## Earnings Guidance for FY2025

(JPY in billions)

	FY2024 Actual	FY2025 Forecast	YoY Change (Amount)	YoY Change (%)
	12 months ended March 2024	12 months ending March 2025		
Revenue	360.3	380.0	19.7	+5.5%
Business profit	88.2	92.5	4.3	+4.9%
Operating profit	80.3	84.5	4.2	+5.3%
Profit before income taxes	82.7	84.5	1.8	+2.2%
Profit for the year (attributable to owners of the parent)	59.2	59.5	0.3	+0.6%
Earnings per share (JPY)	436.50	438.93	2.43	



## Earnings Guidance for FY2025 (Revenue by Business Segment)

(JPY in billions)

	FY2024 Actual	FY2025 Forecast	YoY Change (Amount)	YoY Change (%)
	12 months ended March 2024	12 months ending March 2025		
Digital Entertainment	249.1	258.0	8.9	+3.6%
Amusement	26.4	36.0	9.6	+36.2%
Gaming & Systems	39.7	40.0	0.3	+0.7%
Sports	47.6	49.0	1.4	+2.9%
Eliminations	△ 2.6	△ 3.0	△ 0.4	-
<b>Total revenue</b>	<b>360.3</b>	<b>380.0</b>	<b>19.7</b>	<b>+5.5%</b>

## Earnings Guidance for FY2025 (Profit by Business Segment)

(JPY in billions)

	FY2024 Actual	FY2025 Forecast	YoY Change (Amount)	YoY Change (%)
	12 months ended March 2024	12 months ending March 2025		
Digital Entertainment	79.4	80.0	0.6	+0.8%
Amusement	5.2	8.0	2.8	+54.2%
Gaming & Systems	6.2	7.5	1.3	+20.7%
Sports	2.3	2.5	0.2	+7.4%
Corporate expenses and eliminations	△ 4.9	△ 5.5	△ 0.6	-
<b>Total business profit</b>	<b>88.2</b>	<b>92.5</b>	<b>4.3</b>	<b>+4.9%</b>
Other income and other expenses	△ 7.9	△ 8.0	0.1	-
<b>Total operating profit</b>	<b>80.3</b>	<b>84.5</b>	<b>4.2</b>	<b>+5.3%</b>

## Dividend Guidance for FY2025

(JPY)

	FY2024 dividend declared	FY2025 dividend forecast	YoY Change
	12 months ended March 2024	12 months ending March 2025	
Interim dividend	62.00	66.00 (forecast)	4.00
Year-end dividend	69.00 (declared)	66.00 (forecast)	△ 3.00
Annual dividend	131.00 (declared)	132.00 (forecast)	1.00

### Revenue and profit

(JPY in billions)

	FY2023 Actual	FY2024 Actual	YoY Change (Amount)	YoY Change (%)	FY2025 Forecast
	12 months ended March 2023	12 months ended March 2024			12 months ending March 2025
Revenue	213.4	249.1	35.7	+16.7%	258.0
Business profit	53.0	79.4	26.4	+49.7%	80.0
Operating profit	46.6	71.6	25.0	+53.5%	72.5
Operating profit margin	22%	29%			28%

\*Operating profit includes other expense of JPY 6.4 billion (FY2023) and JPY 7.8 billion (FY2024)

### FY2024 Q4 summary

- eFootball™ 2024 continues to sustain strong performance - exceeding 750 million global downloads
- Appointed Shohei Ohtani as an ambassador for baseball contents and announced the development of PAWAFURU PUROYAKYU 2024-2025 and PROFESSIONAL BASEBALL SPIRITS 2024-2025
- Hosted the 25<sup>th</sup> anniversary event of Yu-Gi-Oh! card game at Tokyo Dome and its limited-edition merchandise records strong sales
- esports initiative – hosted the finals for WBSC eBaseball™ PAWAFURU PUROYAKYU at the WBSC eBaseball™ Series, a baseball esports world tournament held in Switzerland

### Revenue and profit

(JPY in billions)

	FY2023 Actual	FY2024 Actual	YoY Change (Amount)	YoY Change (%)	FY2025 Forecast
	12 months ended March 2023	12 months ended March 2024			12 months ending March 2025
Revenue	19.5	26.4	6.9	+35.3%	36.0
Business profit	2.8	5.2	2.4	+86.4%	8.0
Operating profit	2.8	5.2	2.4	+87.4%	8.0
Operating profit margin	14%	20%			22%

### FY2024 Q4 summary

- Launched the latest iteration ColorCoLotta Maboroshi no Togenkyo from medal game ColorCoLotta series and a new music game Polaris Chord
- Smart pachislot Magical Halloween 8 maintains long-term strong performance and contributed to fourth quarter earnings with repeat sales
- Announced a new title, PAWAFURU PUROYAKYU KAIMAKU MEDAL SERIES!, merging enjoyment of baseball and medal games

### Revenue and profit

(JPY in billions)

	FY2023 Actual	FY2024 Actual	YoY Change (Amount)	YoY Change (%)	FY2025 Forecast
	12 months ended March 2023	12 months ended March 2024			12 months ending March 2025
Revenue	38.6	39.7	1.2	+3.0%	40.0
Business profit	5.2	6.2	1.0	+20.2%	7.5
Operating profit	1.4	6.3	4.9	+341.6%	7.5
Operating profit margin	4%	16%			19%

\*Operating profit includes other expenses of JPY 3.7 billion (FY2023) and other profit of JPY 0.1 billion (FY2024)

### FY2024 Q4 summary

- New content Unwooly Riches™ released and recorded strong performance, contributing to increased shipment of DIMENSION series cabinets
- Ohio's leading casino operator JACK Entertainment announces the introduction of casino management system SYNKROS based on its high acclaim

### Revenue and profit

(JPY in billions)

	FY2023 Actual	FY2024 Actual	YoY Change (Amount)	YoY Change (%)	FY2025 Forecast
	12 months ended March 2023	12 months ended March 2024			12 months ending March 2025
Revenue	45.5	47.6	2.2	+4.7%	49.0
Business profit	0.5	2.3	1.9	+415.8%	2.5
Operating profit	0.2	2.0	1.8	+913.2%	2.0
Operating profit margin	0%	4%			4%

\*Operating profit includes other expenses of JPY 0.2 billion (FY2023) and JPY 0.3 billion (FY2024)

### FY2024 Q4 summary

- Strong traction among pilates studios – opened 2 studios in Q4 and scheduled to open 11 more studios in FY2025 Q1 (making cumulative total of 34 studios)
- Launched “Personal 30 by Konami Sports”, a new personal training gym brand based on the concept of 30 minutes concentrated workout, and announced its first studio to open in April
- Announced operation of sports facilities on behalf of local governments in Machida City (Tokyo), Sagami-hara City (Kanagawa), Kahoku City (Ishikawa) and Osaka City (Osaka) to commence in April

## Titles Released in Jan – Mar 2024 / Pipeline(1)

Title	Platform	Geography	Release Date	Business Segment (※)
Tokimeki Memorial Girl's Side 1st Love for Nintendo Switch	Nintendo Switch™	Japan	Feb '24	DE
Tokimeki Memorial Girl's Side 2nd Season for Nintendo Switch	Nintendo Switch™	Japan	Feb '24	DE
Tokimeki Memorial Girl's Side 3rd Story for Nintendo Switch	Nintendo Switch™	Japan	Feb '24	DE
Contra: Operation Galuga	Nintendo Switch™, PlayStation®4, PlayStation®5, Xbox One, Xbox Series X S, Steam®	Global	Mar '24	DE
ORE'N	Browser	Japan	Apr '24	DE
PAWAFURU PUROYAKYU 2024-2025	Nintendo Switch™, PlayStation®4	Japan	Jul '24	DE
CYGNI: All Guns Blazing	PlayStation®5, Xbox Series X S, Steam®	Global	2024	DE
PROFESSIONAL BASEBALL SPIRITS 2024-2025	PlayStation®5, Steam®	Japan, Asia	2024	DE
Suikoden I&II HD Remaster Gate Rune & Dunan Unification Wars	Nintendo Switch™, PlayStation®4, Xbox One, Steam®	Global	TBD	DE
SHINEPOST Be Your IDOL!	App Store, Google Play	Japan	TBD	DE
METAL GEAR SOLID Δ: SNAKE EATER	PlayStation®5, Xbox Series X S, Steam®	Global	TBD	DE
SILENT HILL 2	PlayStation®5, Steam®	Global	TBD	DE
SILENT HILL: Townfall	TBD	Global	TBD	DE
SILENT HILL f	TBD	Global	TBD	DE
Yu-Gi-Oh! Early Days Collection	Nintendo Switch™, Steam®	TBD	TBD	DE

※ DE: Digital Entertainment



PAWAFURU PUROYAKYU 2024-2025



PROFESSIONAL BASEBALL SPIRITS 2024-2025



Tokimeki Memorial Girl's Side 1・2・3



CYGNI: All Guns Blazing



SILENT HILL 2



METAL GEAR SOLID Δ: SNAKE EATER



## Titles Released in Jan – Mar 2024 / Pipeline(2)

Title	Platform	Geography	Release Date	Business Segment (※)
ColorCoLotta Maboroshi no Togenkyo	Arcade Machine (Medal Game)	Japan	Feb '24	AM
GI Derby Club Gold	Pachislot Machine	Japan	Feb '24	AM
PACHINKO GI Derby Club 2 Lucky Trigger ver	Pachinko Machine	Japan	Mar '24	AM
Polaris Chord	Arcade Machine (Music Video Game)	Japan	Mar '24	AM
PUKURE	Arcade Machine (Prize Game)	Japan	FY25 2Q	AM
PAWAFURU PUROYAKYU KAIMAKU MEDAL SERIES!	Arcade Machine (Medal Game)	Japan	FY25 2Q	AM
Unwooly Riches™	Gaming Content	North America	FY24 4Q	GS

※ AM: Amusement GS: Gaming & Systems



Polaris Chord



PAWAFURU PUROYAKYU KAIMAKU MEDAL SERIES!



ColorCoLotta Maboroshi no Togenkyo



GI Derby Club Gold



Unwooly Riches™

## Consolidated Business Performance

(JPY in billions)

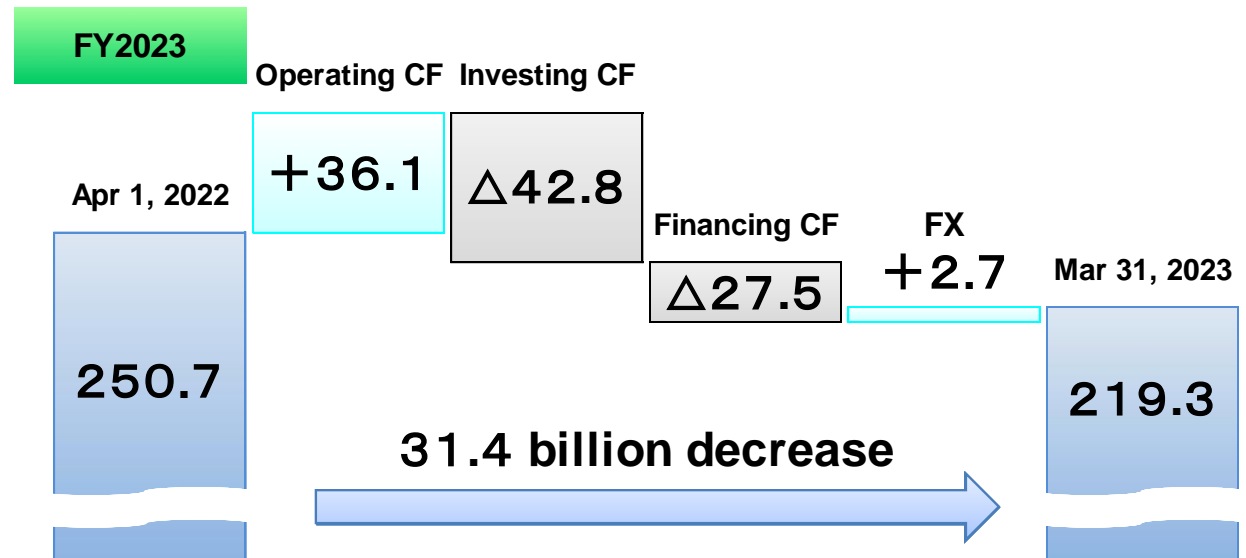
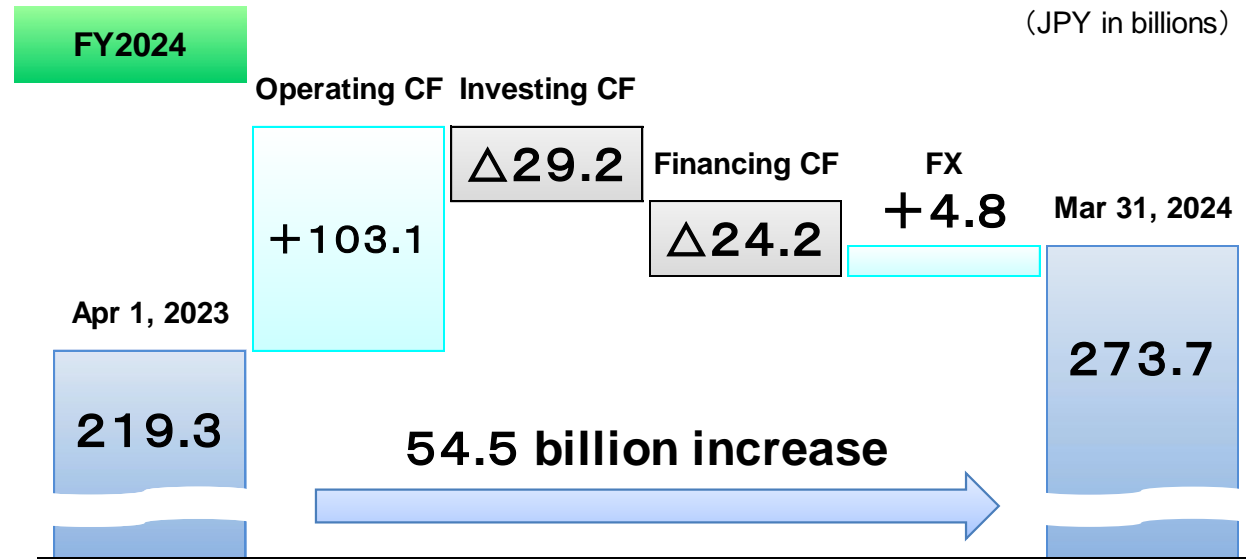
	FY2023	Percentile	FY2024	Percentile	YoY Change (Amount)	YoY Change (%)
Revenue	314.3	100.0%	360.3	100.0%	46.0	+14.6%
Total cost of revenue	△191.9	61.1%	△200.3	55.6%	△ 8.3	
SG&A	△ 65.8	20.9%	△ 71.8	19.9%	△ 6.0	
Other income and other expenses	△10.4	3.3%	△ 8.0	2.2%	2.5	
Operating profit	46.2	14.7%	80.3	22.3%	34.1	+73.8%
Finance income	1.6		2.8		1.3	
Finance costs	△ 0.8		△ 0.7		0.1	
Profit from investments accounted for using the equity method	0.1		0.3		0.1	
Profit before income taxes	47.1	15.0%	82.7	22.9%	35.6	+75.5%
Income taxes	△ 12.2	3.9%	△ 23.5	6.5%	△ 11.3	
Profit for the year	34.9	11.1%	59.2	16.4%	24.3	+69.6%
Profit attributable to:						
Owners of the parent	34.9	11.1%	59.2	16.4%	24.3	+69.6%
Non-controlling interests	0.0	0.0%	0.0	0.0%	0.0	

## Consolidated Financial Position

(JPY in billions)

	Mar 31, 2023	Mar 31, 2024	Change		Mar 31, 2023	Mar 31, 2024	Change
Current assets				Current liabilities			
Cash and cash equivalents	219.3	273.7	54.5	Trade and other payables	37.6	44.3	6.7
Trade and other receivables	39.3	43.9	4.6	Other current liabilities	37.5	41.7	4.1
Inventories	12.7	13.8	1.1	Total current liabilities	75.1	85.9	10.8
Other current assets	18.8	12.5	△ 6.3	Non-current liabilities			
Total current assets	290.0	343.9	53.8	Bonds and borrowings	59.8	59.9	0.0
	(53.0%)	(56.8%)		Other non-current liabilities	36.0	32.7	△ 3.3
Non-current assets				Total non-current liabilities	95.9	92.5	△ 3.3
Property, plant and equipment, net	155.8	154.5	△ 1.3	Total liabilities	170.9	178.5	7.5
Goodwill and intangible assets	49.6	57.2	7.7	Total equity attributable to	376.3	427.4	51.1
Deferred tax assets	30.2	28.3	△ 1.9	owners of the parent	(68.8%)	(70.5%)	
Other non-current assets	21.6	22.0	0.4	(per share:JPY)	(2,775.65)	(3,152.62)	(376.97)
Total non-current assets	257.2	262.0	4.8	Non-controlling interests	0.0	0.0	0.0
	(47.0%)	(43.2%)		Total equity	376.3	427.4	51.1
Total assets	547.2	605.9	58.6	Total liabilities and equity	547.2	605.9	58.6

## Consolidated Cash Flows



THANK YOU