



FY Sep.2022 / 4Q Results
2022.11.9



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01 Overview of Results



02 Entertainment Business



03 Investment and Development Business



04 FY2023 Annual Policy

4Q Results

- Entertainment and Investment & Development Businesses both performed well

Net sales: ¥9.4 billion (YoY ▲2.5%) Operating Profit: ¥1.3 billion (YoY +27.8%)

Full Year Results

- Sales and income decreased from the previous fiscal year due to small contribution from new entertainment titles

Net sales: ¥32.5 billion (YoY ▲12.3%) Operating Profit: ¥4.3 billion (YoY ▲31.8%)

entertainment business

- “Shironeko Project” and “DRAGON QUEST WALK,” which celebrated their anniversary, contributed to business performance

Net sales: ¥31.8 billion (YoY ▲13.9%) Operating Profit: ¥4.6 billion (YoY ▲27.7%)

Investment and Development Business

- Steady growth due to IPO of portfolio companies ,M&A, and etc.

Net sales: ¥0.7 billion (YoY +322.9%) Operating Profit: ▲¥0.3 billion (YoY -)

TOPICS

- Dividend per share is planned to be ¥20 per share
- Establishment of a new company, aiming for sustainable Play to Earn

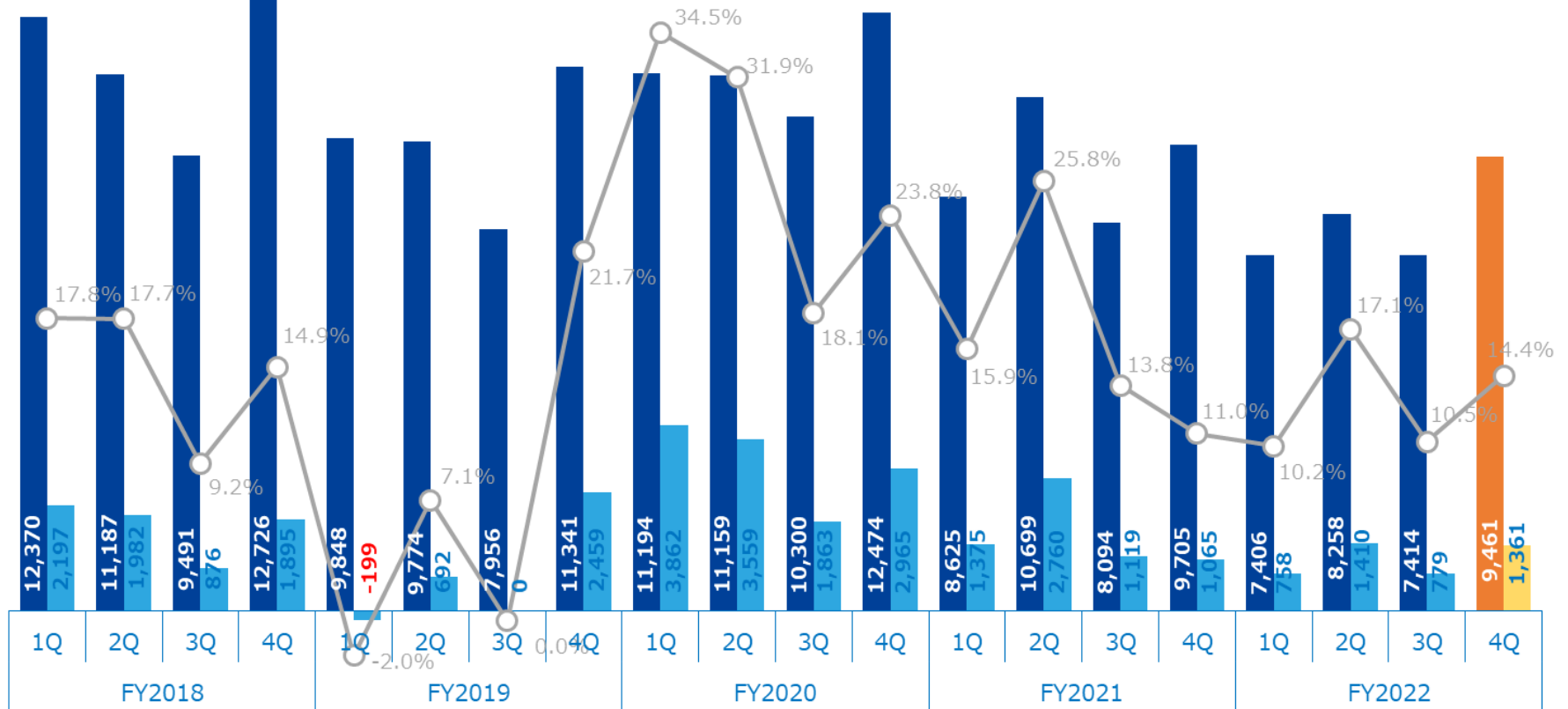


01 Overview of Results

01 Overview of Results Revenue Transition

Sales: **¥9.4** billion (YoY: ▲2.5%), Operating profit: **¥1.3** billion (YoY: +27.8%)

■ Sales ■ Operating profit ○ Operating profit margin (Million JPY)



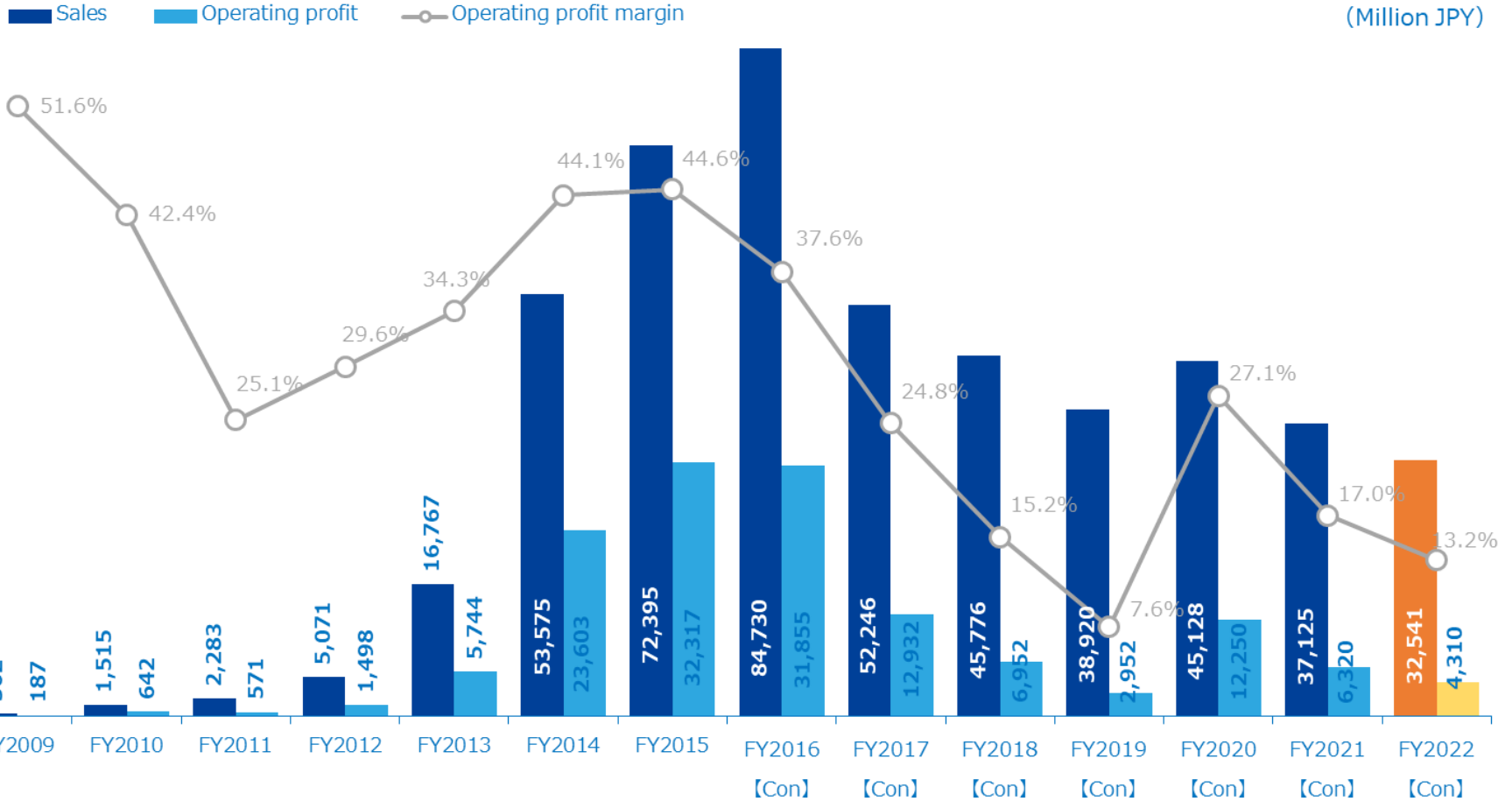
*There are some differences in calculation due to rounding down of less than one million yen and rounding off.

*Sales of "DRAGON QUEST WALK" and "Tales of Luminaria" are recorded on a net basis (revenue sharing).



01 Overview of Results Revenue Transition (YoY)

Sales: **¥32.5** billion (YoY: ▲12.3%), Operating Profit: **¥4.3** billion (YoY: ▲31.8%)



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*Sales of "DRAGON QUEST WALK" and "Tales of Luminaria" are recorded on a net basis (revenue sharing).

Entertainment Business

(Million JPY)

| | FY2021 (Oct.2020-Sep.2021) | FY2022 (Oct.2021-Sep.2022) | YoY |
|--------------------------------|-------------------------------|-------------------------------|--------|
| Sales | 36,953 | 31,817 | -13.9% |
| Cost | 30,505 | 27,155 | -11.0% |
| Operating profit | 6,447 | 4,661 | -27.7% |
| <i>Operating profit margin</i> | <i>17.4%</i> | <i>14.7%</i> | - |

Investment&Development Business

(Million JPY)

| | FY2021 (Oct.2020-Sep.2021) | FY2022 (Oct.2021-Sep.2022) | YoY |
|--------------------------------|-------------------------------|-------------------------------|--------|
| Sales | 171 | 724 | 322.9% |
| Cost | 300 | 1,077 | 258.6% |
| Operating profit | -129 | -353 | - |
| <i>Operating profit margin</i> | <i>-75.5%</i> | <i>-48.8%</i> | - |

*There are some differences in calculation due to rounding down of less than one million yen and rounding off.

*Sales of "DRAGON QUEST WALK" and "Tales of Luminaria" are recorded on a net basis (revenue sharing).



01 Overview of Results Profit and Loss Statement

Ordinary profit **¥5.7** billion (YoY: ▲26.9%), Net profit **¥2.4** billion (YoY: ▲20.8%)

(Million JPY)

| | FY2021 (Oct.2020-Sep.2021) | FY2022 (Oct.2021-Sep.2022) | YoY |
|-----------------------------------|-------------------------------|-------------------------------|---------|
| Sales | 37,125 | 32,541 | -12.3% |
| Cost | 30,804 | 28,231 | -8.4% |
| Operating profit | 6,320 | 4,310 | -31.8% |
| <i>Operating profit margin</i> | <i>17.0%</i> | <i>13.2%</i> | - |
| Non-operating income | 1,947 | 1,860 | -4.5% |
| Non-operating expenses | 424 | 438 | 3.2% |
| Ordinary profit | 7,843 | 5,732 | -26.9% |
| Extraordinary income | - | - | - |
| Extraordinary losses | 3,591 | - | -100.0% |
| Profit before income taxes | 4,251 | 5,732 | 34.8% |
| Total income taxes | 1,203 | 3,317 | 175.6% |
| Net profit | 3,047 | 2,414 | -20.8% |
| <i>Net profit margin</i> | <i>8.2%</i> | <i>7.4%</i> | - |

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*Sales of "DRAGON QUEST WALK" and "Tales of Luminaria" are recorded on a net basis (revenue sharing).

*Net profit : Profit attributable to owners of parent Profit (loss) attributable to non-controlling interests is included in Total income taxes.



Equity ratio of 91.9%. Continued to maintain a solid financial base

(Million JPY)

| | FY2021 (Sep.2021) | FY2022 (Sep.2022) | YoY |
|-----------------------------------|----------------------|----------------------|--------|
| Current assets | 74,430 | 77,917 | 4.7% |
| Cash and deposits | 58,871 | 60,330 | 2.5% |
| Operational investment securities | 7,591 | 10,334 | 36.1% |
| Non-current assets | 6,384 | 5,363 | -16.0% |
| Total assets | 80,814 | 83,280 | 3.1% |
| Current liabilities | 4,922 | 5,694 | 15.7% |
| Non-current liabilities | 141 | 1,011 | 616.7% |
| Total liabilities | 5,063 | 6,705 | 32.4% |
| Shareholders' equity | 75,245 | 75,299 | 0.1% |
| Net assets | 75,751 | 76,575 | 1.1% |

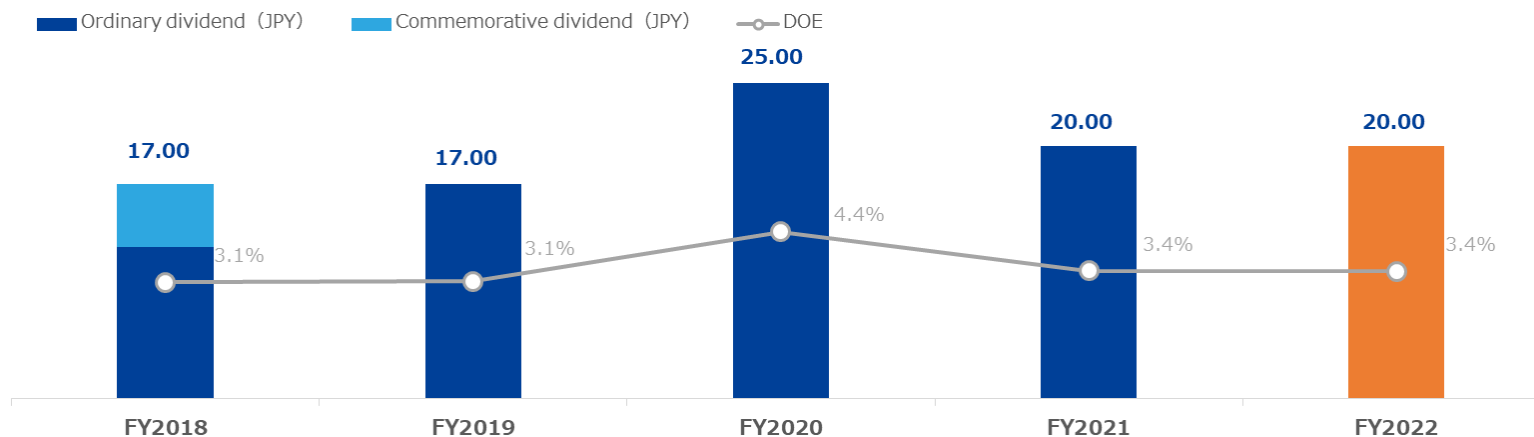
*There are some differences in calculation due to rounding down of less than one million yen and rounding off.

We plan to pay a dividend of **¥20** per share as the same amount as last year

Return Policy

We comprehensively consider consolidated business performance, DOE, cash flow and capital efficiency. We provide stable and continuous dividends

| | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|------------------------------|--------|--------|--------|--------|--------|
| Dividend per share (JPY) | 17.00 | 17.00 | 25.00 | 20.00 | 20.00 |
| Total dividend (Million JPY) | 2,160 | 2,167 | 3,195 | 2,559 | 2,564 |
| Payout ratio | 51.4% | 202.4% | 40.0% | 84.0% | 106.1% |
| DOE | 3.1% | 3.1% | 4.4% | 3.4% | 3.4% |



* The dividend for FY2022 will be decided at the annual meeting of stockholders which is plans to take in December, 2022 in relation to the plan for the appropriation of surplus.

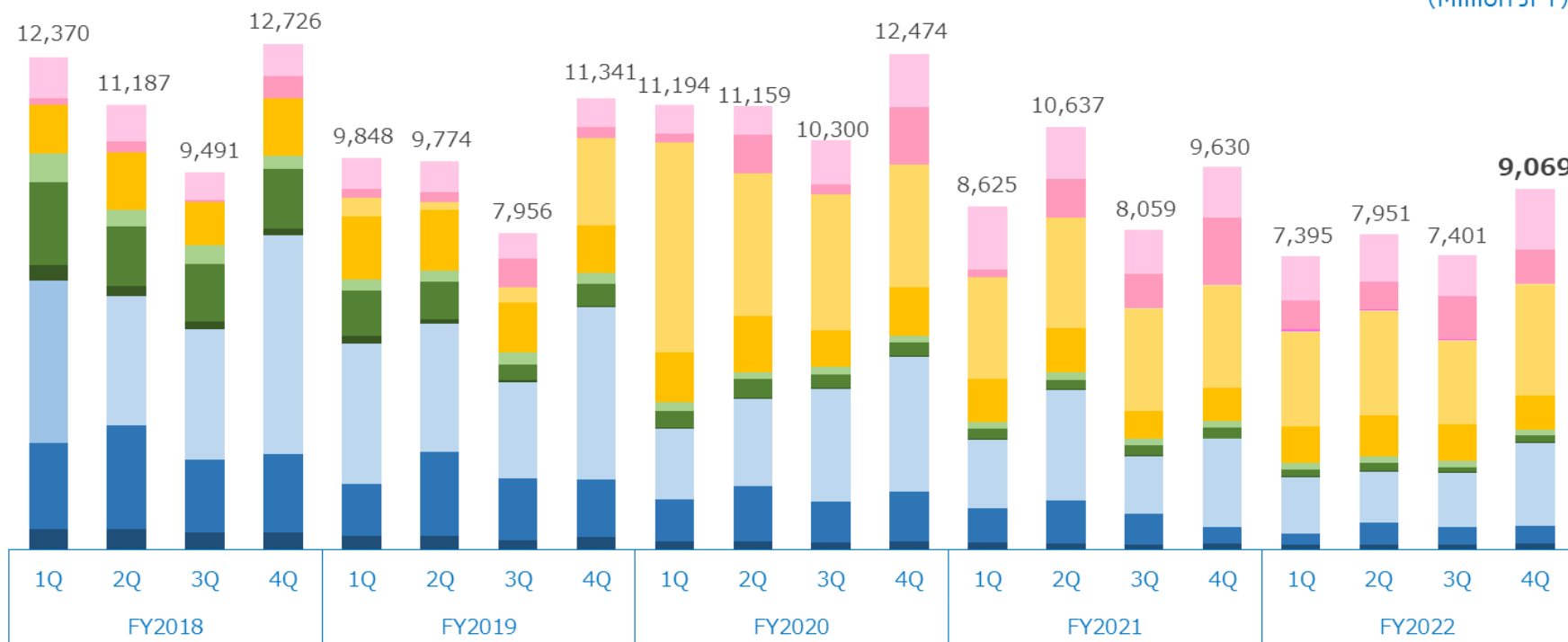


02 Entertainment Business

02 Entertainment Business Quarterly Sales Transition

Sales **¥9.0** billion (YoY: ▲5.8%, QoQ: +22.5%)

(Million JPY)



- FY2012 : Treasure Detective CARRIE, Pro Baseball PRIDE
- FY2013 : Quiz RPG, The Blue Sky of Sanguozhi
- FY2014 : Meow Meow Star Acres, Shironeko Project
- FY2015 : Tokyo Casino Project
- FY2016 : Shironeko Tennis
- FY2017 : Pro Baseball VS
- FY2018 : Disney TSUMTSUM LAND, Alice Gear Aegis
- FY2019 : DRAGON QUEST WALK
- FY2021 : YOU GENERATION
- FY2022 : TALES OF LUMINARIA
- Console (In-house Operation, Entrusted Development etc)
- Others (Overseas, Our IP Operation and Merchandise, XR etc)

*There are some differences in calculation due to rounding down of less than one million yen and rounding off.

*Sales of "DRAGON QUEST WALK" and "Tales of Luminaria" are recorded on a net basis (revenue sharing).

*Sales of smartphone app titles operated by COLOPL's group companies under outsourcing contracts from COLOPL are divided among fiscal years.



02 Entertainment Business Topics ①

"Shironeko Project" celebrated its 8th anniversary!
The collaboration with SPY x FAMILY gave it a big boost

8th Anniversary Event



- ✓ We celebrated the 8th anniversary, providing stronger momentum than last year both online and offline.

SPY x FAMILY Collaboration



- ✓ We collaborated with a third company's popular IP TV animation "SPY x FAMILY".



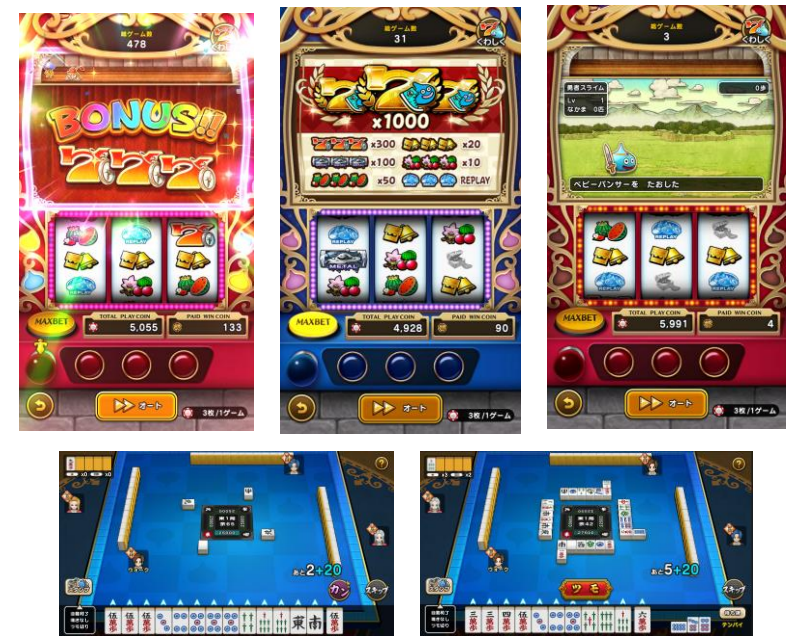
02 Entertainment Business Topics ②

The 3rd anniversary events of "DRAGON QUEST WALK" contributed significantly to consolidated results

"DRAGON QUEST WALK" celebrated its 3rd anniversary



新コンテンツ「カジノ」登場!



✓ Providing new activities in a new contents!

"Alice Gear Aegis" celebrated 4.5th anniversary,
"Shironeko Tennis" celebrated 6th anniversary!

"Alice Gear Aegis"
4.5th Anniversary

"Shironeko Tennis"
6th Anniversary



- ✓ We celebrated our 4.5th anniversary with an update!
TV animation will start in FY2023!

- ✓ 6th anniversary events were held both online and offline!



Steady release of console titles

Alice Gear Aegis CS



- ✓ Long-awaited console game from internal popular smartphone game (available on September 8)

ANONYMOUS;CODE



- ✓ Latest in the Science ADV series (available on July 28)



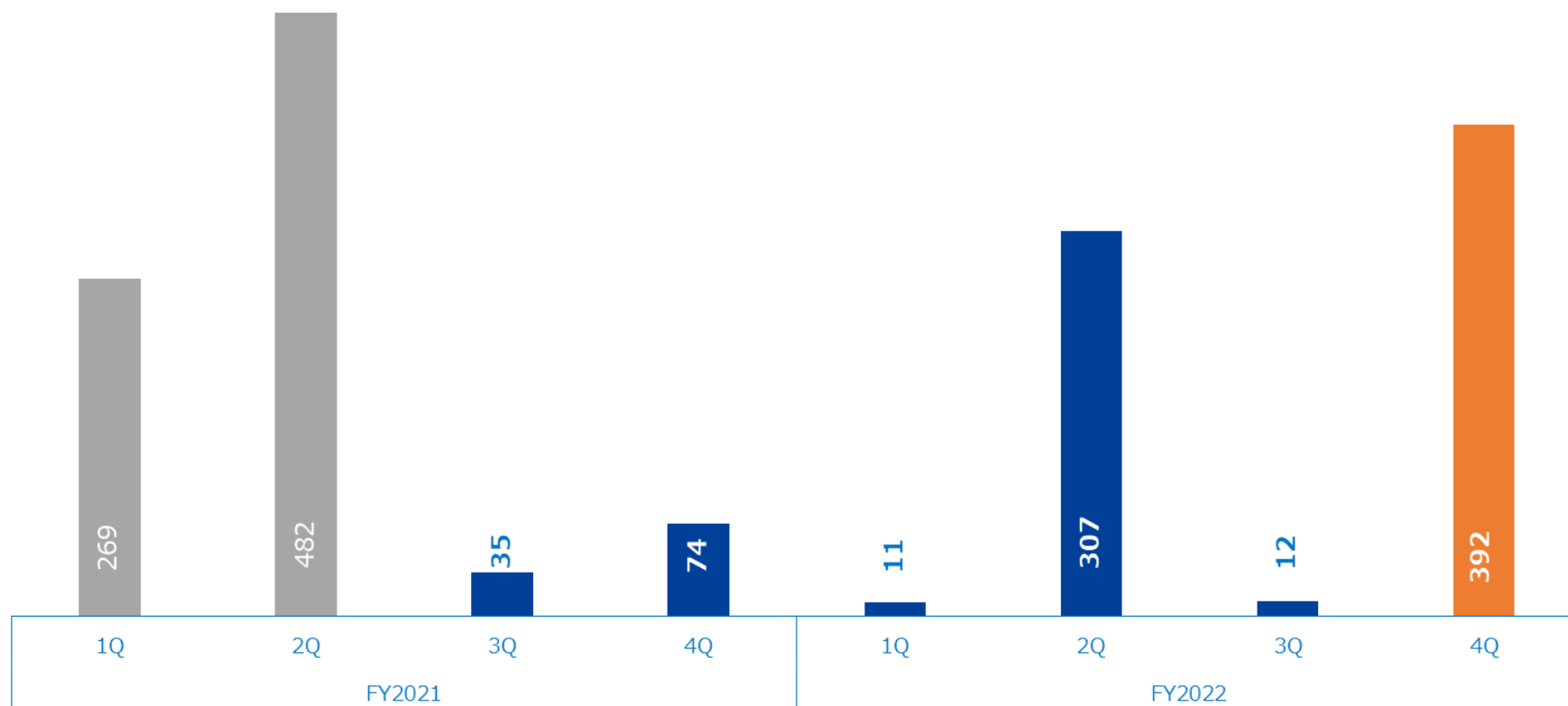
03 Investment and Development Business



03 Investment and Development Business Quarterly Sales Transition

Sales **¥0.3** billion (YoY: +427.2%, QoQ: +2,932.6%)

(Million JPY)



*The Company has recognized the Investment and Development Business as a segment since the middle of the previous 2Q. The quarterly results shows the figure when the investment is regarded as intra-operating transactions from the beginning of the previous 1Q.

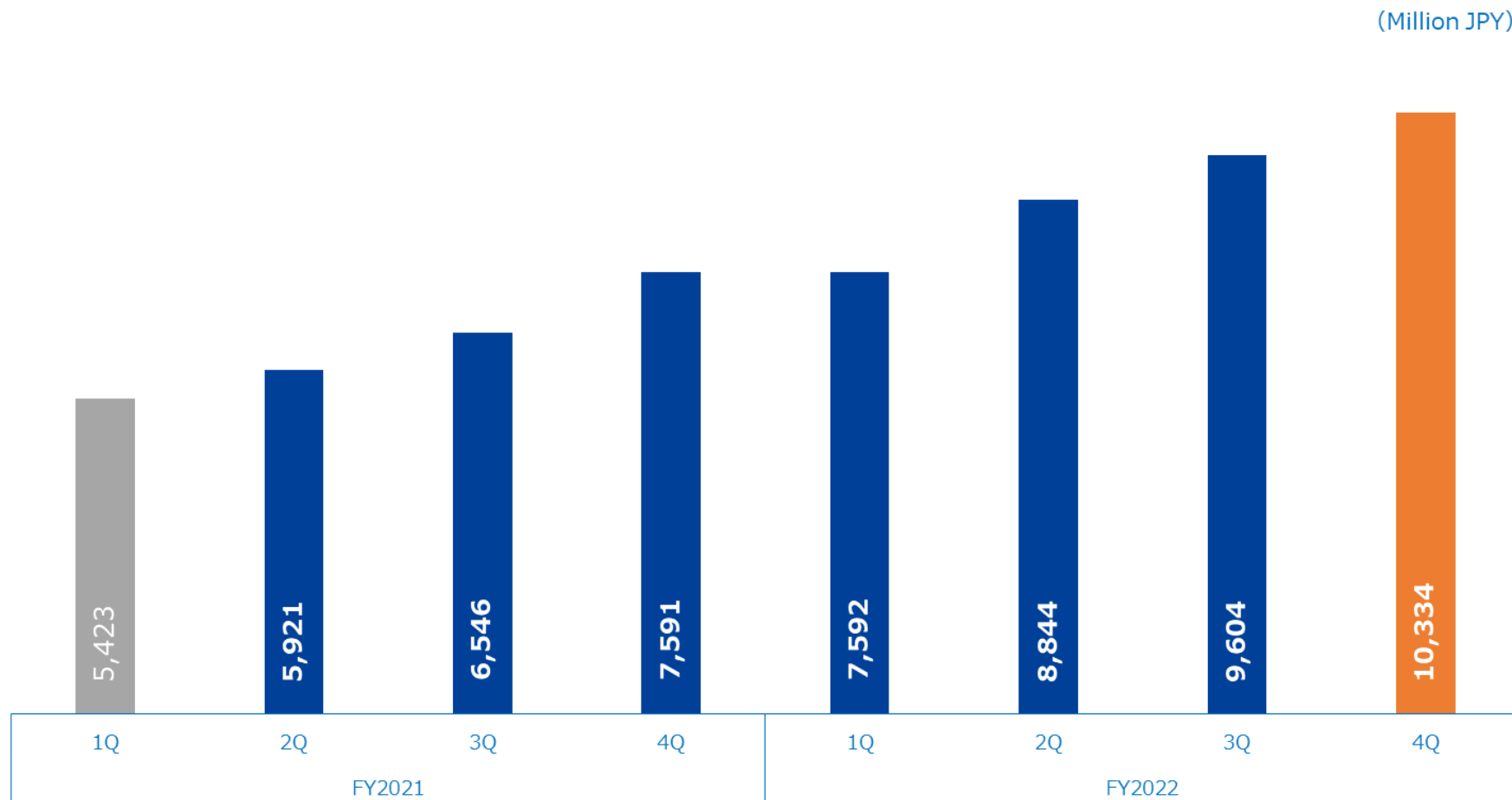
*The figures do not include the performance of No.1 Fund Investment Partnership (Support for student entrepreneurs) and Listed Shares Fund (targeting listed stocks in Japan) managed by our group company COLOPL NEXT, Inc..



03 Investment and Development Business

Balance of operational investment securities

Steady increase, surpassing **¥10** billion



*The Company has recognized the Investment and Development Business as a segment since the middle of the previous 2Q. The balance of operational investment securities is the reference value when the relevant portion is calculated as of the end of the previous 1Q.


*The figures do not include the performance of No.1 Fund Investment Partnership (Support for student entrepreneurs) and Listed Stock Fund (targeting listed stocks in Japan) managed by our group company COLOPL NEXT, Inc..

03 Investment and Development Business Topics

EXIT achievement and **10** new and additional investments totaling about **¥0.8** billion

Major EXIT Achievement




 Mobile-specific marketing

Major Investments



 Electric bicycle sharing service




 Medical Support AI



 Business Efficiency Software for Freight Forwarders



 Alternative Investment PF



04 FY2023 Annual Policy



04 FY2023 Annual Policy Entertainment Business

Creation of games that are unique to COLOPL and challenges in new fields

| | | |
|----------------|-----------------|--|
| existing field | Smartphone game | Active use of IP and promotion of global & multi PF |
| | Console game | Focus on adventure games |
| new field | XR/Metaverse | Enhancement of WEB metaverse functions and focus on BtoB |
| | Blockchain game | Aiming for Sustainable Play to Earn |

Active use of own and other companies' IP and promotion of global & multi PF

Smartphone Games pipeline

7 titles



5th anniversary event underway



10th anniversary



9th anniversary

- ✓ On October 26, "NEKO GOLF -Anime GOLF-" was released simultaneously worldwide!
- ✓ The total number of players worldwide is more than 10 million!

- ✓ We have fostered excitement for each title through anniversary events and collaborations with other companies' IPs.

*"NEKO GOLF -Anime GOLF-" released on October 26, is not included in the pipeline.

Focus on adventure games

Console Game
pipeline

9 titles



- ✓ We are making a game of the TV animation "Summer Time Rendering" (Scheduled to be released on January 26, 2023). Now accepting reservations



04 Entertainment Business new field XR/Metaverse

Enhancement of "WEB metaverse" functions and focus on BtoB

Strengthening the BtoB area and
aiming "360Channel, Inc. is synonymous with metaverse for business"

日曜劇場
Get Ready!

New TBS Drama to Start in January 2023
Nichiyo Gekijo "Get Ready!"



- ✓ We will recreate the world of the Nichiyo Gekijo (TV drama on Sunday night from TBS) "Get Ready!" starting in January 2023 in the "Web metaverse". We plan to link our project with the drama
- ✓ We work with TBS Television designers to create a metaverse space



04 Entertainment Business new field Blockchain Games

Aiming for Sustainable Play to Earn

Establishing a subsidiary and entering the blockchain game
aming "Proof of Gaming for Sustainable Play to Earn"



Brilliantcrypto

~Proof of Gaming~

Playing the game creates value in the world.

Company name: Brilliantcrypto, Inc.

Representative Director: Naruatsu Baba

Share capital: ¥100 million (¥100 million in Capital surplus)

Business: Development and distribution of GameFi and other services
utilizing blockchain technology or crypto assets and NFT



04 FY2023 Annual Policy

Investment and Development Business

**Expansion of investments mainly in East and Southeast Asia
and acquisition of stable earnings**



colopl next

Investment Expansion

Expand investment in East and Southeast Asia by establishing a Korean subsidiary

Stable earnings

Expand investment scale by acquiring LPs outside the group and build an optimal portfolio

supplementary material

Consolidated Quarterly Statements of Income

(Million JPY)

| | FY2021 | | FY2022 | | 4Q |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| | 4Q | 1Q | 2Q | 3Q | |
| Sales | 9,705 | 7,406 | 8,258 | 7,414 | 9,461 |
| Cost | 8,639 | 6,647 | 6,848 | 6,635 | 8,099 |
| Operating profit | 1,065 | 758 | 1,410 | 779 | 1,361 |
| <i>Operating profit margin</i> | <i>11.0%</i> | <i>10.2%</i> | <i>17.1%</i> | <i>10.5%</i> | <i>14.4%</i> |
| Non-operating income | 51 | 436 | 377 | 667 | 379 |
| Non-operating expenses | 108 | 103 | 182 | 81 | 71 |
| Ordinary profit | 1,008 | 1,091 | 1,605 | 1,364 | 1,670 |
| Extraordinary income | - | - | - | - | - |
| Extraordinary losses | 291 | - | - | - | - |
| Profit before income taxes | 717 | 1,091 | 1,605 | 1,364 | 1,670 |
| Total income taxes | 223 | 414 | 479 | 393 | 2,030 |
| Net profit | 494 | 677 | 1,126 | 971 | -359 |
| <i>Net profit margin</i> | <i>5.1%</i> | <i>9.1%</i> | <i>13.6%</i> | <i>13.1%</i> | <i>-3.8%</i> |

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*Net profit : Profit attributable to owners of parent Profit (loss) attributable to non-controlling interests is included in Total income taxes.

Quarterly Consolidated Balance Sheets

(Million JPY)

| | FY2021 | | FY2022 | | 4Q |
|-----------------------------------|---------------|---------------|---------------|---------------|---------------|
| | 4Q | 1Q | 2Q | 3Q | |
| Current assets | 74,430 | 72,858 | 74,334 | 75,337 | 77,917 |
| Cash and deposits | 58,871 | 57,650 | 58,982 | 59,857 | 60,330 |
| Operational investment securities | 7,591 | 7,592 | 8,844 | 9,604 | 10,334 |
| Non-current assets | 6,384 | 6,271 | 7,205 | 6,985 | 5,363 |
| Total assets | 80,814 | 79,129 | 81,540 | 82,322 | 83,280 |
| Current liabilities | 4,922 | 5,245 | 5,594 | 5,006 | 5,694 |
| Non-current liabilities | 141 | 141 | 758 | 750 | 1,011 |
| Total liabilities | 5,063 | 5,386 | 6,353 | 5,756 | 6,705 |
| Shareholders' equity | 75,245 | 73,499 | 74,688 | 75,659 | 75,299 |
| Net assets | 75,751 | 73,742 | 75,187 | 76,566 | 76,575 |

*There are some differences in calculation due to rounding down of less than one million yen and rounding off.

Expense Transition

(Million JPY)

| | FY2021 | | FY2022 | | |
|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | 4Q | 1Q | 2Q | 3Q | 4Q |
| PF & Payments | 1,362 | 980 | 1,100 | 1,056 | 1,303 |
| | 14.0% | 13.2% | 13.3% | 14.2% | 13.8% |
| Royalties | 149 | 151 | 116 | 145 | 217 |
| | 1.5% | 2.0% | 1.4% | 2.0% | 2.3% |
| Employment | 2,641 | 2,486 | 2,434 | 2,471 | 2,455 |
| | 27.2% | 33.6% | 29.5% | 33.3% | 26.0% |
| Office | 360 | 455 | 457 | 452 | 334 |
| | 3.7% | 6.1% | 5.5% | 6.1% | 3.5% |
| iDC related | 347 | 393 | 354 | 365 | 402 |
| | 3.6% | 5.3% | 4.3% | 4.9% | 4.3% |
| Advertisement | 1,028 | 282 | 340 | 167 | 335 |
| | 10.6% | 3.8% | 4.1% | 2.3% | 3.5% |
| Outsourcing | 1,034 | 1,237 | 1,067 | 1,033 | 1,030 |
| | 10.7% | 16.7% | 12.9% | 13.9% | 10.9% |
| Others | 1,715 | 658 | 977 | 942 | 2,019 |
| | 17.7% | 8.9% | 11.8% | 12.7% | 21.3% |
| Total | 8,639 | 6,647 | 6,848 | 6,635 | 8,099 |
| | 89.0% | 89.8% | 82.9% | 89.5% | 85.6% |

*There are some differences in calculation due to rounding down of less than one million yen and rounding off.

Quarterly Segment Statements of Income

Entertainment Business

(Million JPY)

| | FY2021 | | FY2022 | | 4Q |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|
| | 4Q | 1Q | 2Q | 3Q | |
| Sales | 9,630 | 7,395 | 7,951 | 7,401 | 9,069 |
| Cost | 8,516 | 6,597 | 6,777 | 6,504 | 7,277 |
| Operating profit | 1,114 | 798 | 1,173 | 897 | 1,791 |
| <i>Operating profit margin</i> | <i>11.6%</i> | <i>10.8%</i> | <i>14.8%</i> | <i>12.1%</i> | <i>19.8%</i> |

Investment&Development Business

(Million JPY)

| | FY2021 | | FY2022 | | 4Q |
|--------------------------------|---------------|----------------|--------------|----------------|----------------|
| | 4Q | 1Q | 2Q | 3Q | |
| Sales | 74 | 11 | 307 | 12 | 392 |
| Cost | 123 | 50 | 72 | 131 | 822 |
| Operating profit | -48 | -39 | 235 | -118 | -430 |
| <i>Operating profit margin</i> | <i>-65.8%</i> | <i>-360.9%</i> | <i>76.5%</i> | <i>-918.7%</i> | <i>-109.7%</i> |

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Sales Transition by Release Period

(Million JPY)

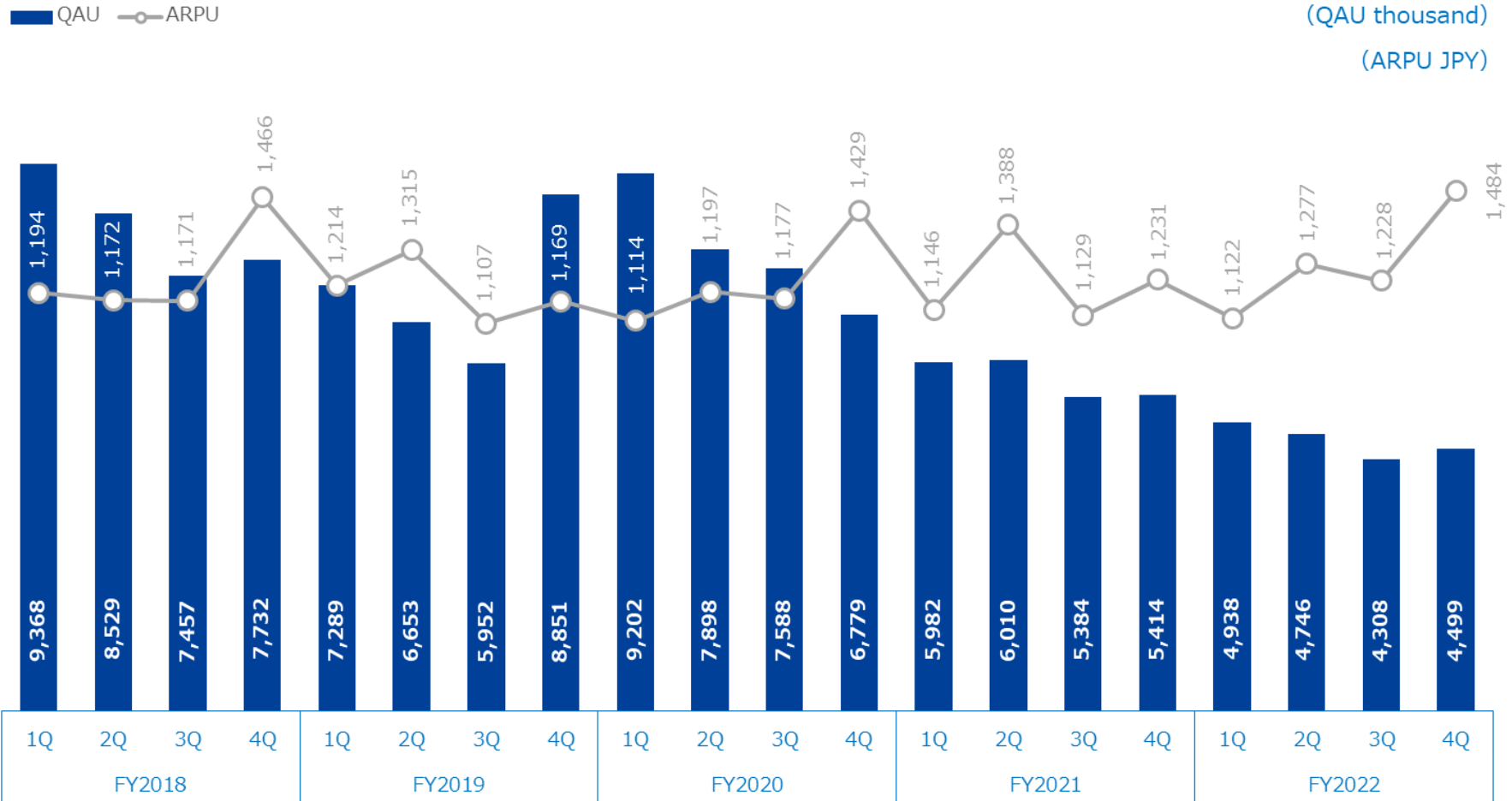
| | FY2021 | | FY2022 | | 4Q |
|--|--------------|--------------|--------------|--------------|--------------|
| | 4Q | 1Q | 2Q | 3Q | |
| FY Sep. 2012 Online Titles | 165 | 130 | 140 | 133 | 156 |
| FY Sep. 2013 Online Titles | 413 | 287 | 555 | 443 | 449 |
| FY Sep. 2014 Online Titles | 2,207 | 1,413 | 1,273 | 1,372 | 2,086 |
| FY Sep. 2015 Online Titles | 22 | 23 | 23 | 20 | 20 |
| FY Sep. 2016 Online Titles | 268 | 162 | 199 | 118 | 168 |
| FY Sep. 2017 Online Titles | 163 | 163 | 151 | 162 | 146 |
| FY Sep. 2018 Online Titles | 851 | 927 | 1,048 | 924 | 851 |
| FY Sep. 2019 Online Titles | 2,545 | 2,368 | 2,601 | 2,077 | 2,778 |
| FY Sep. 2021 Online Titles | 30 | 29 | 27 | 25 | 20 |
| FY Sep. 2022 Online Titles | - | 37 | 39 | 14 | 0 |
| Console (In-house Operation · Entrusted Development etc) | 1,696 | 737 | 690 | 1,098 | 879 |
| Others (Overseas · Our IP Operation and Merchandise · XR etc) | 1,266 | 1,114 | 1,196 | 1,010 | 1,512 |
| Total (Entertainment Business) | 9,630 | 7,395 | 7,951 | 7,401 | 9,069 |

- FY2012 : Treasure Detective CARRIE, Pro Baseball PRIDE
- FY2013 : Quiz RPG, The Blue Sky of Sanguozhi
- FY2014 : Meow Meow Star Acres, Shironeko Project
- FY2015 : Tokyo Casino Project
- FY2016 : Shironeko Tennis
- FY2017 : Pro Baseball VS
- FY2018 : Disney TSUMTUM LAND, Alice Gear Aegis
- FY2019 : DRAGON QUEST WALK
- FY2021 : YOU GENERATION
- FY2022 : TALES OF LUMINARIA

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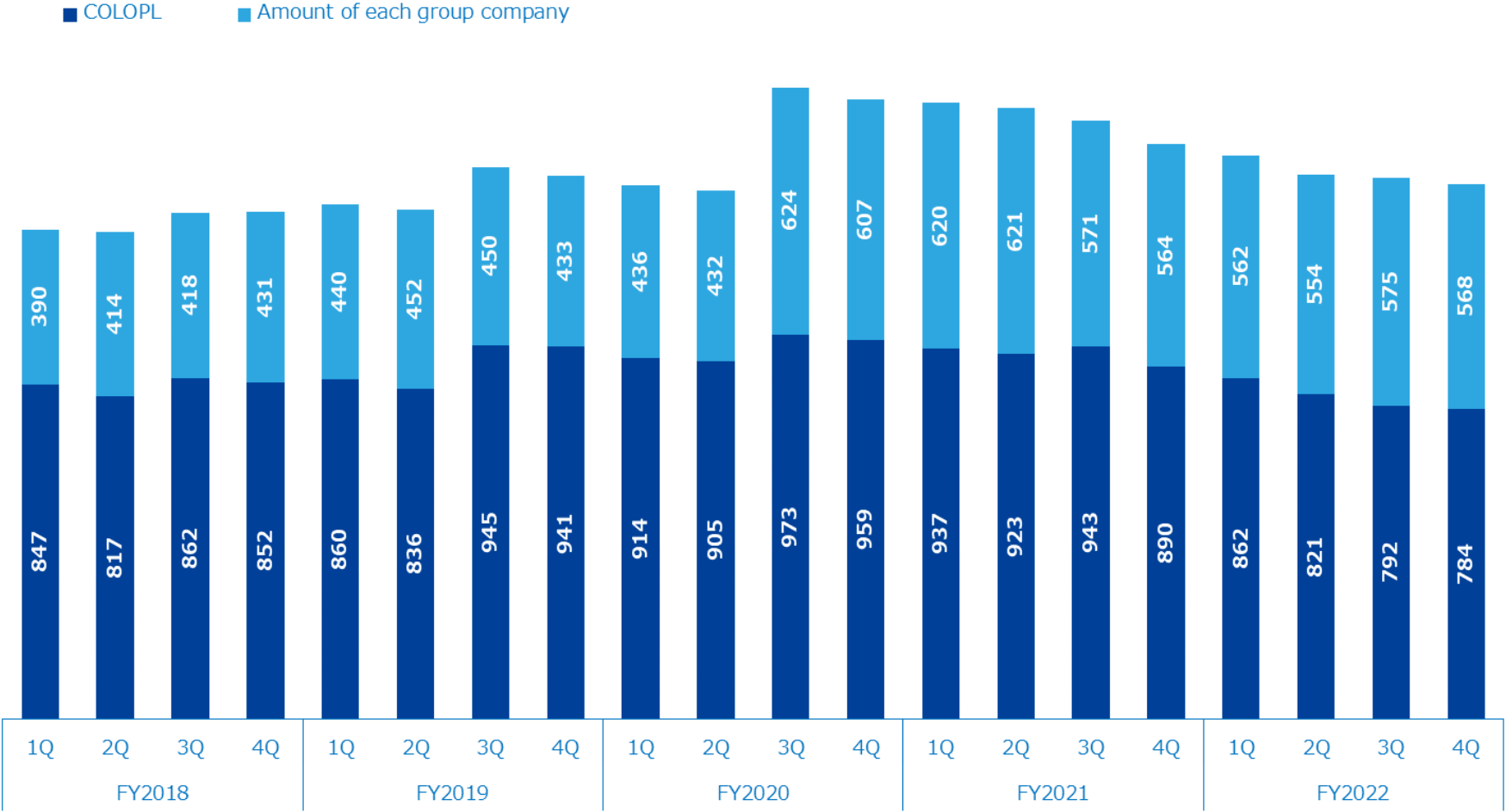
Domestic Title KPI QAU x ARPU



*Overseas KPIs for "Tales of Luminaria" are not included.

*There is a slight difference in calculation due to rounding down to the nearest 1 yen.

Workforce Transition



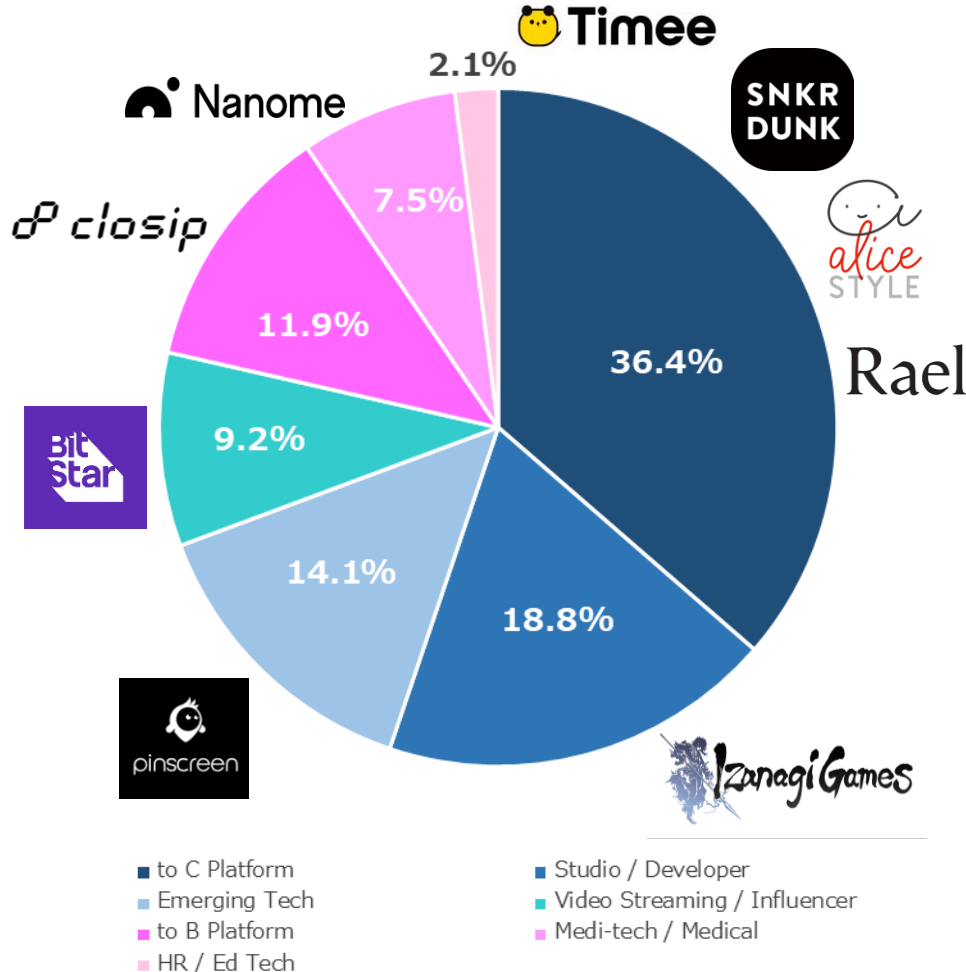
*Executives and temporary employees are not included.



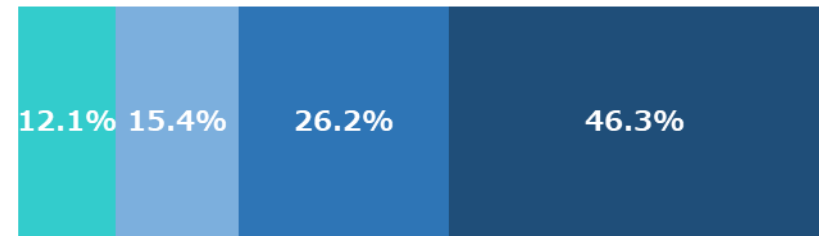
Investment and Development Business: Portfolio Status

Ratio by industry and sector

(Operating investment securities balance at the end of 4Q)



Ratio by stage (number of companies)



- Seed (Less than ¥0.5 billion)
- Early (¥0.5 billion or more but less than ¥1 billion)
- Middle (¥1 billion or more but less than ¥5 billion)
- Later (More than ¥5 billion)

* Percentages by industry/sector and by stage are based on our own classification using our internal management figures.



“Entertainment in Real Life”

Making everyday more enjoyable and wonderful through entertainment

We're sending out the latest information on the COLOPL group!



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