



FY Sep.2023 / 1Q Results  
2023.2.8



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## 01 Overview of Results



## 02 Entertainment Business



## 03 Investment and Development Business



## 04 Current status and Future Forecast



## 05 Other Initiatives

## 1Q Results

- Sales and income decreased from the same period of the previous year due to increased advertising costs for new titles

Sales : ¥7.1 billion (YoY▲4.0%)    Operating Profit : ¥0.01 billion (YoY▲98.5%)

## Entertainment business

- “DRAGON QUEST WALK” Continued to contribute to business performance due to strong anniversary event

Sales : ¥7.0 billion (YoY▲4.4%)    Operating Profit : ¥0.2 billion (YoY▲70.7%)

## Investment and Development Business

- Established Colopl Next Korea. Focus on investment in East and Southeast Asia

Sales : ¥0.04 billion (YoY+268.4%)    Operating Profit : ▲0.2 billion (YoY -)

## TOPICS

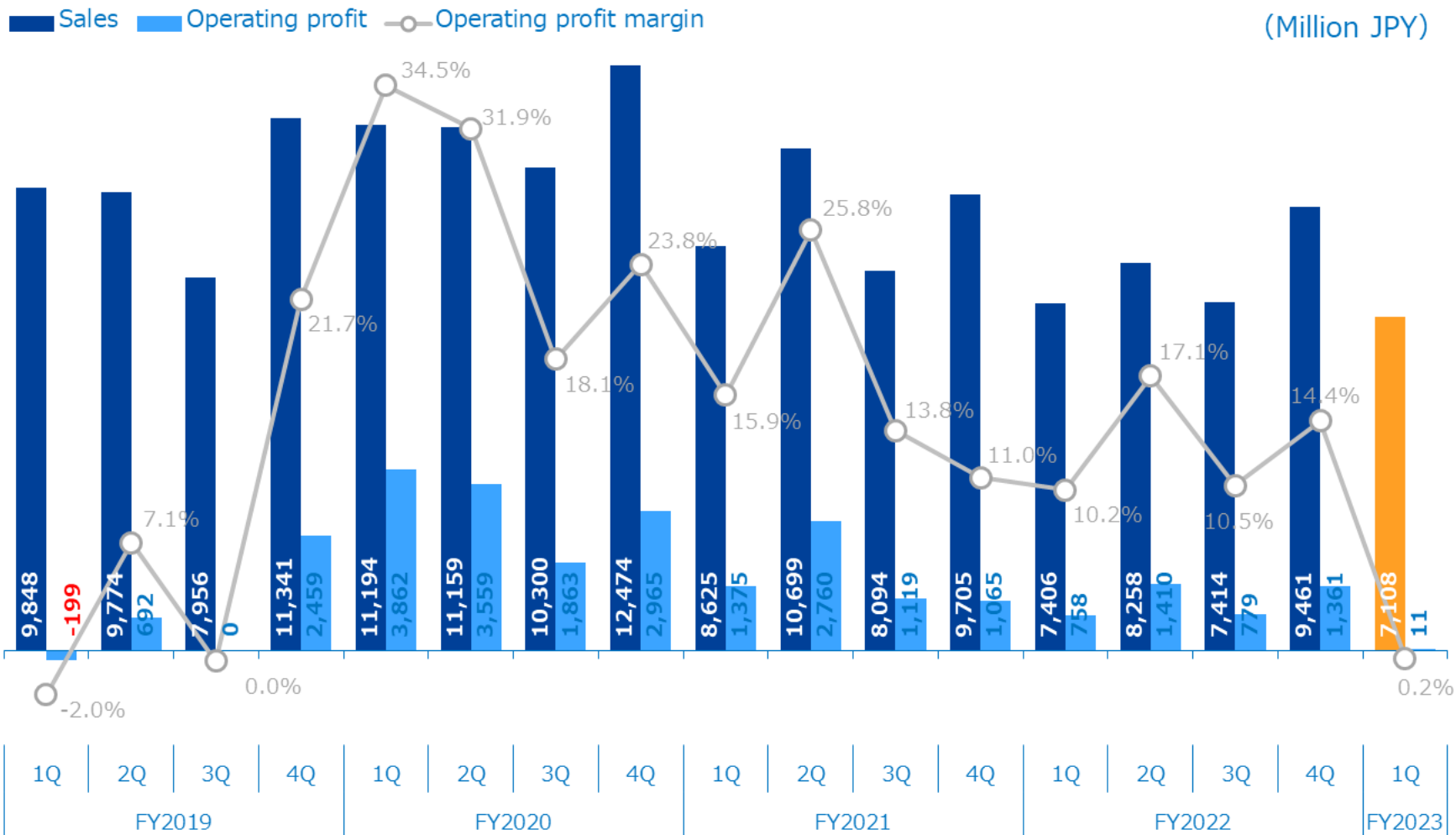
- Released a new title "NEKO GOLF -Anime GOLF-"
- Published Integrated Report "COLOPL Report 2022"



# 01 Overview of Results

# 01 Overview of Results Revenue Transition

Sales : **¥7.1 billion** (YoY : ▲4.0%) Operating profit : **¥0.01 billion** (YoY : ▲98.5%)



\*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).

## Entertainment Business

(Million JPY)

	FY2022 1Q (Oct.2021-Dec.2021)	FY2023 1Q (Oct.2022-Dec.2022)	YoY
<b>Sales</b>	<b>7,395</b>	<b>7,067</b>	-4.4%
Cost	6,597	6,834	3.6%
<b>Operating profit</b>	<b>798</b>	<b>233</b>	-70.7%
<i>Operating profit margin</i>	<i>10.8%</i>	<i>3.3%</i>	-

## Investment&Development Business

(Million JPY)

	FY2022 1Q (Oct.2021-Dec.2021)	FY2023 1Q (Oct.2022-Dec.2022)	YoY
<b>Sales</b>	<b>11</b>	<b>40</b>	268.4%
Cost	50	263	418.3%
<b>Operating profit</b>	<b>-39</b>	<b>-222</b>	-
<i>Operating profit margin</i>	<i>-360.9%</i>	<i>-548.5%</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 : **▲0.4 billion** ( YoY : -% ) Net profit : **▲0.4 billion** ( YoY : -% )

(Million JPY)

	FY2022 1Q (Oct.2021-Dec.2021)	FY2023 1Q (Oct.2022-Dec.2022)	YoY
<b>Sales</b>	<b>7,406</b>	<b>7,108</b>	-4.0%
Cost	6,647	7,096	6.8%
<b>Operating profit</b>	<b>758</b>	<b>11</b>	-98.5%
<i>Operating profit margin</i>	<i>10.2%</i>	<i>0.2%</i>	-
Non-operating income	436	116	-73.4%
Non-operating expenses	103	570	450.3%
<b>Ordinary profit</b>	<b>1,091</b>	<b>-442</b>	-
Extraordinary income	-	-	-
Extraordinary losses	-	-	-
<b>Profit before income taxes</b>	<b>1,091</b>	<b>-442</b>	-
Total income taxes	414	-29	-
<b>Net profit</b>	<b>677</b>	<b>-413</b>	-
<i>Net profit margin</i>	<i>9.1%</i>	<i>-5.8%</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).

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



**Equity ratio of 93.4%.** Continued to maintain a solid financial base

(Million JPY)

	FY2022 (Sep.2022)	FY2023 1Q (Dec.2022)	YoY
Current assets	77,917	72,279	-7.2%
Cash and deposits	60,330	56,787	-5.9%
Operational investment securities	10,334	9,383	-9.2%
Non-current assets	5,363	6,175	+15.2%
<b>Total assets</b>	<b>83,280</b>	<b>78,455</b>	-5.8%
Current liabilities	5,694	4,383	-23.0%
Non-current liabilities	1,011	805	-20.3%
<b>Total liabilities</b>	<b>6,705</b>	<b>5,189</b>	-22.6%
Shareholders' equity	75,299	72,321	-4.0%
<b>Net assets</b>	<b>76,575</b>	<b>73,266</b>	-4.3%

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





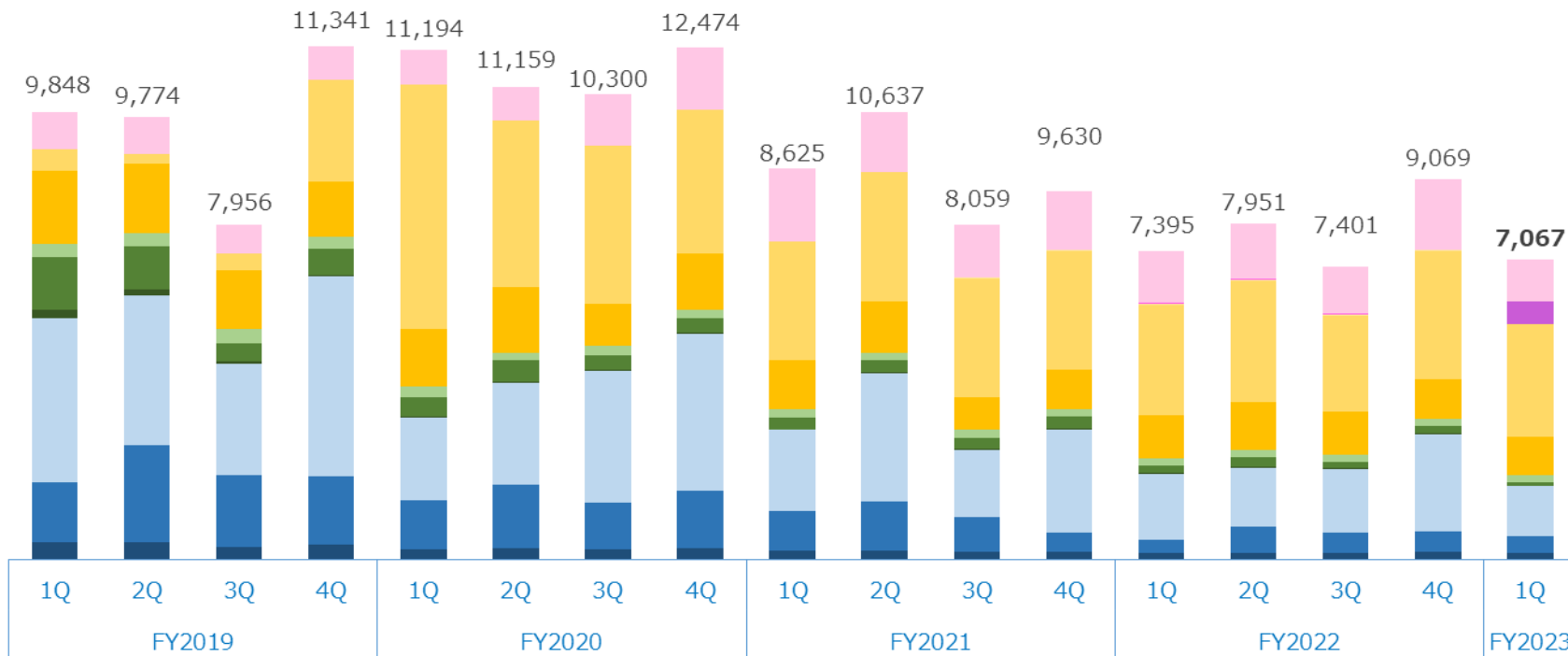
## 02 Entertainment Business



# 02 Entertainment Business Quarterly Sales Transition

Sales : **¥7.0 billion** (YoY : ▲4.4%、QoQ : ▲22.1%)

(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
- FY2023 : NEKO GOLF -Anime GOLF-
- 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.

“Shironeko Project” energetically held a variety of events, despite a reactionary fall after the 8th anniversary event.



• “Shironeko Project NEW WORLD’S” Chapter 2 opened



• We collaborated with popular TV Animation “Chainsaw Man” (11/30～)

✓ Title trends stable with the starting Chapter 2 and collaboration with Popular TV Animation “Chainsaw Man”.

“DRAGON QUEST WALK” has been performing well ever since the 3rd anniversary event last September.



• We collaborated with "The Adventure of Dai" ( 12/1~ )

- ✓ Continued strong performance of the 3rd anniversary event contributed to business performance.
  - ✓ Collaboration with "The Adventure of Dai" well received.
- Steady growth in each key performance indicator.



## “NEKO GOLF –Anime GOLF–” released at Last!



- Game updates and prize events were conducted

- During the year-end and New Year, TV commercials were aired  
<https://www.youtube.com/@coloplinc>

- ✓ Not a big hit, but within expectations. Continue to focus on operations.
- ✓ TV commercials aired during the year-end and New Year created even more excitement.

## “Disney TSUMTSUM LAND” held its 5th anniversary event !



- held the 5th anniversary event (10/31~)



- A big update implemented TSUMTSUM HOTEL (12/1~)

- ✓ The 5th anniversary event was big success same as last year.
- ✓ The first big update since its launch was made, proposing a new way to play the game.



Online store renewed.  
Promotion of goods rollout including own companies' IP.

マジゲット



• Online store renewed (12/12) <https://maji-get.jp/>

- ✓ In-house online store renewed!
- ✓ We plan to expand features such as goods from other companies' IP and online lottery.



## **03 Investment and Development Business**

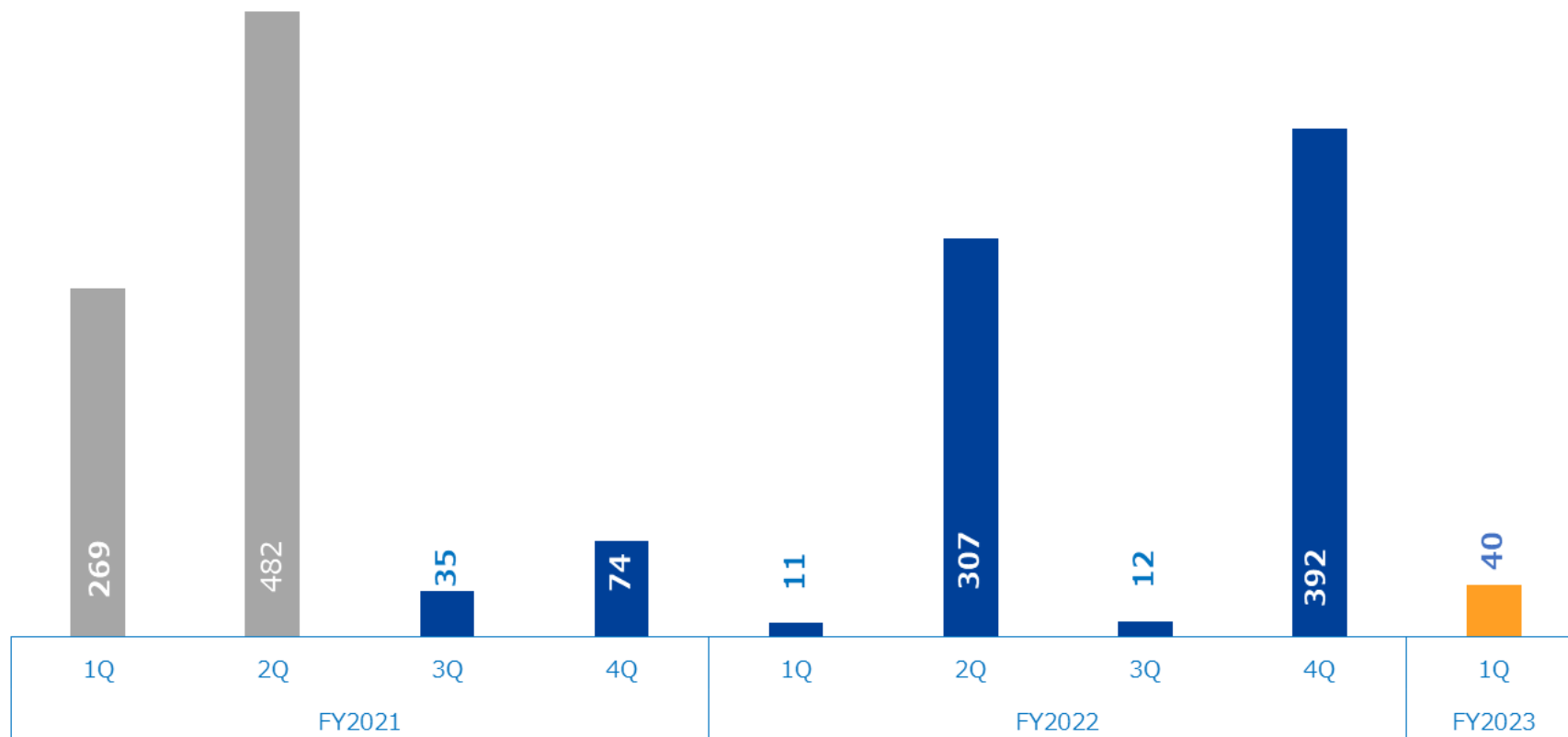




## 03 Investment and Development Business Quarterly Sales Transition

Sales : **¥0.04 billion** (YoY : +268.4%、QoQ : ▲89.7%)

(Million JPY)



\*The Company has recognized the Investment and Development Business as a segment since the middle of the 2Q FY2021. The quarterly results shows the figure when the investment is regarded as intra-operating transactions from the beginning of the 1Q FY2021.

\*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..

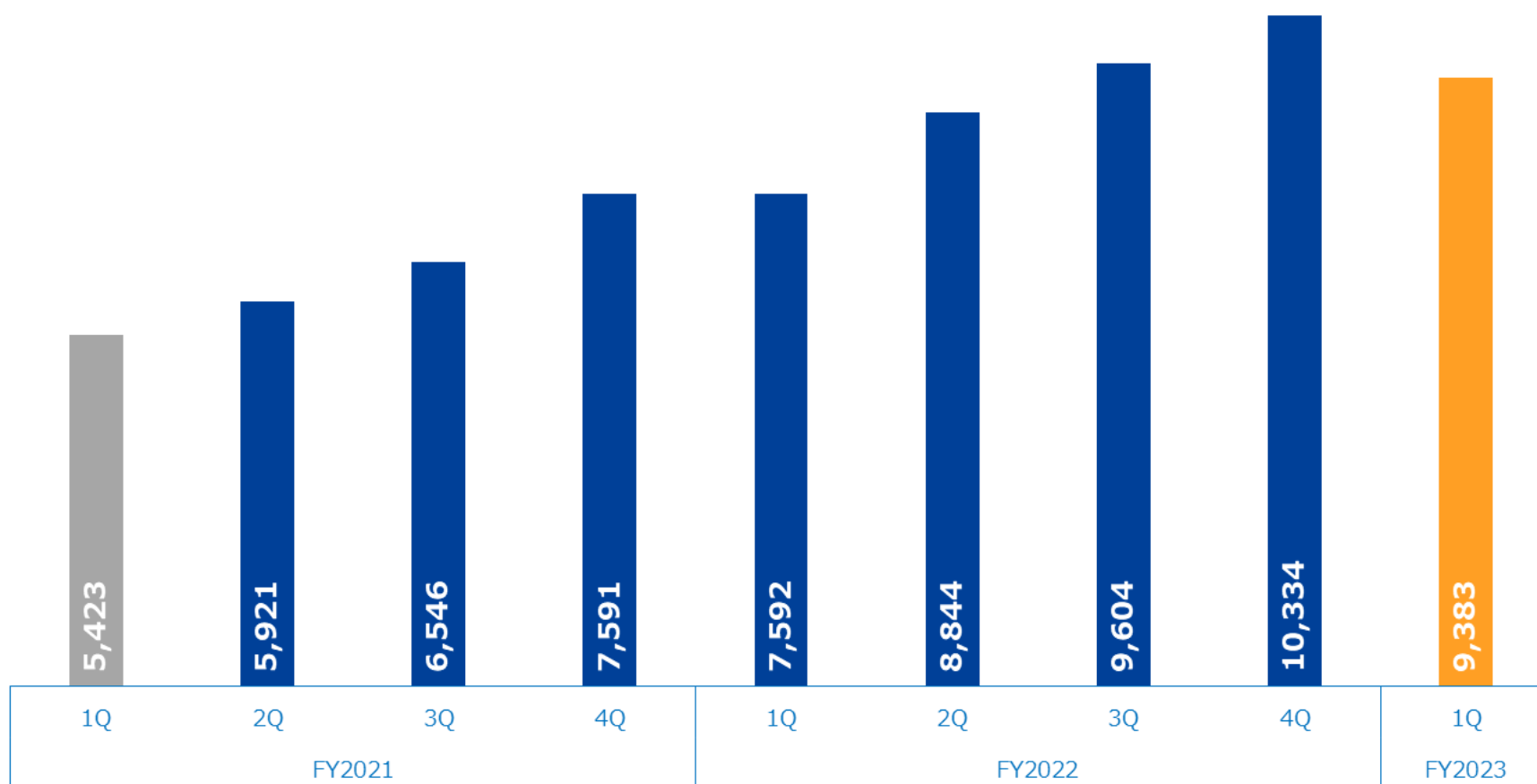


## 03 Investment and Development Business

### Balance of operational investment securities

Decreased to **¥9.3 billion** due to foreign exchange impact and impairment Loss.

(Million JPY)



\*The Company has recognized the Investment and Development Business as a segment since the middle of the 2Q FY2021. The balance of operational investment securities is the reference value when the relevant portion is calculated as of the end of the 1Q FY2021.

\*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..



## One New Domestic Investment and One Additional Investment Continued to focus on investment activities

### Major Investment Destinations



Company name : TechnoBlood eSports Inc.

Head Office : Tokyo

Business : Operation of e-sports tournaments,  
Support for opening e-sports facilities,  
Content distribution business, etc.

### Other Topics



- ✓ **Established a Korean Legal Entity**  
**Focus on investment in East and Southeast Asia**

Company name : Colopl Next Korea, Inc.

Head Office : Yeongdeungpo District, Seoul Special City

CEO : Hongwon Hahn



CEO  
Hongwon Hahn

- ✓ **Obtained license\* and started business activities on a full scale.**

\*Investment Company for Establishment of Small and Medium Enterprises



## **04 Current status and Future Forecast**

## 04 Current status and Future Forecast Smartphone Games(New titles)

“Volzerk : Monsters and Lands Unknown” released!

Smartphone Games  
pipeline

6 titles



✓ COLOPL's first non-operational title ! Distributed on Steam for future expansion.

\*"Volzerk : Monsters and Lands Unknown" released on January 24, is not included in the pipeline.

## 04 Current status and Future Forecast Smartphone Games(Existing titles)

Creating excitement through anniversary events.



• "Alice Gear Aegis" 5th anniversary event (1/22~)



• 10th anniversary (3/5~)



9th anniversary (3/10~)

- ✓ "Alice Gear Aegis" 5th anniversary event is currently performing well
- ✓ "Quiz RPG: The World of Mystic Wiz (10th anniversary)" and "Meow Meow Star Acres(9th anniversary)" will be holding anniversary events.



## 04 Current status and Future Forecast Console Games

Continued focus on adventure games.

Console Game  
pipeline

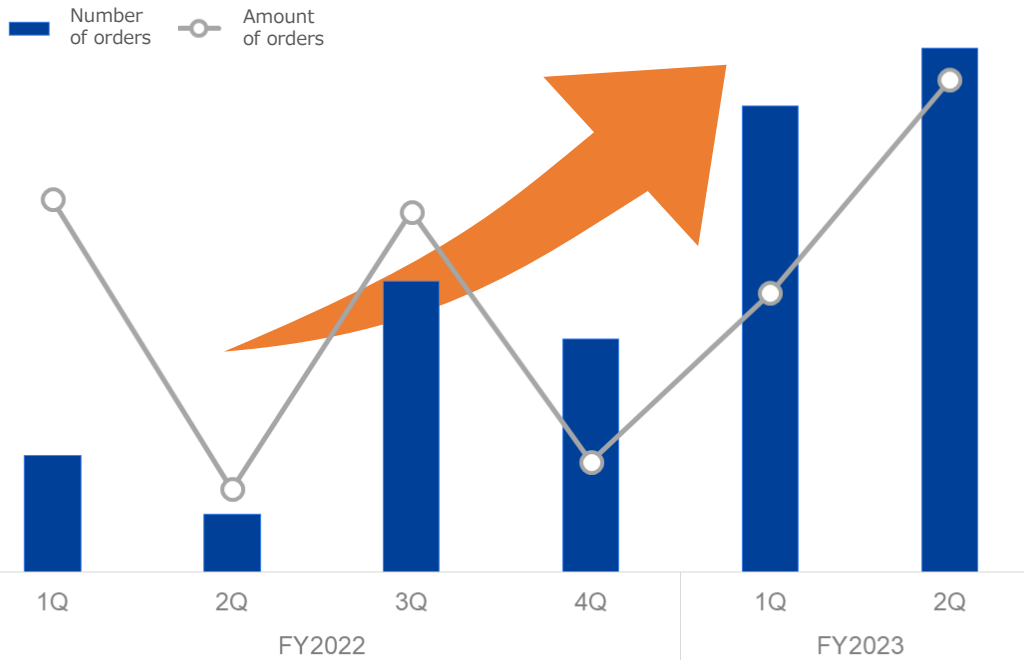
9 titles



- ✓ New titles " Summer Time Rendering Another Horizon" released!
- ✓ We are developing games for popular IPs such as "My Teen Romantic Comedy SNAFU Climax" and "The Quintessential Quintuplets : Gotopazu Story"

“WEB metaverse” Continues to Focus on B-to-B.

Steady growth in both number and amount of orders



\*The graph shows orders (number and amount) that will become sales in the future, not sales for the period in question.

\*2Q FY2023 is an approximation through the end of January 2023.





## 04 Current status and Future Forecast Blockchain Games

Beta version to be released this spring!

Create something on the metaverse that exists in the real world but not in the metaverse

Toward a sustainable "Play to Earn"

# Proof of Gaming

ゲームをプレイすることが価値を生み出す  
人々は、その価値に対価を支払う  
私達は、持続可能なPlay to Earnを目指す会社

 Brilliantcrypto

[An interview with chief creator Naruatsu Baba was published in ITmedia NEWS](#)



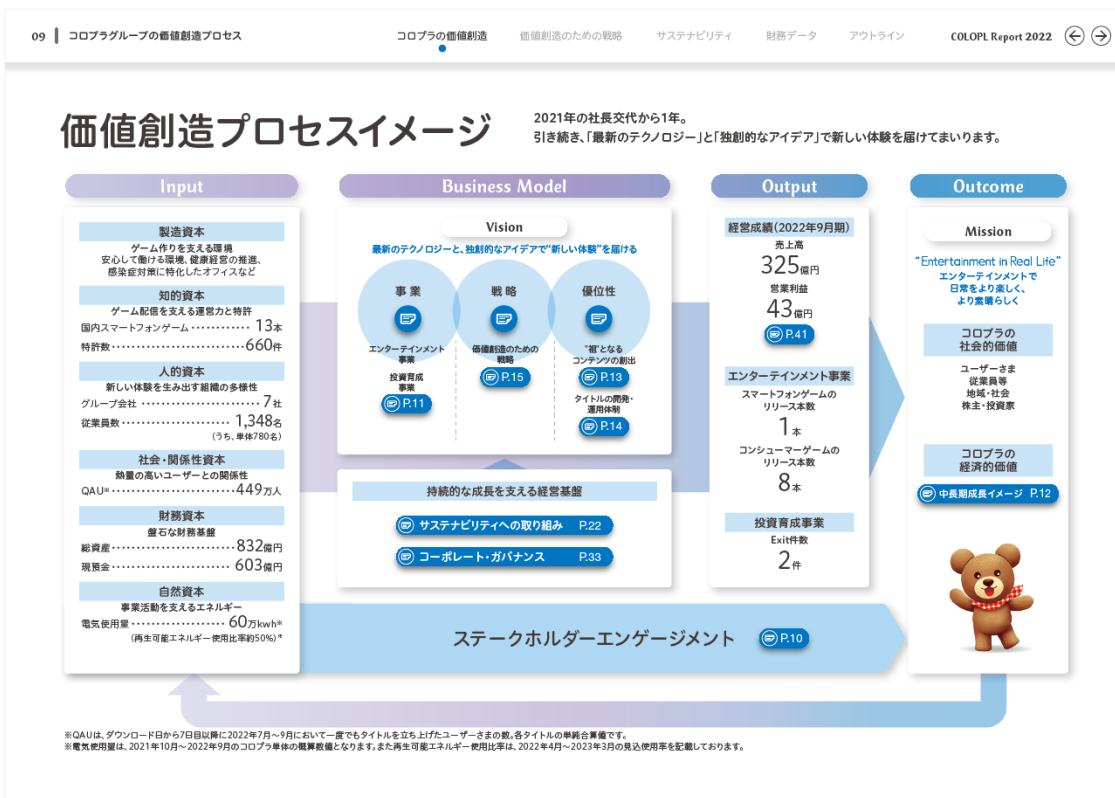
## 05 Other Initiatives



## Published Integrated Report "COLOPL Report 2022"

### Expansion of contents.

(Reflections on the first year of the new organization, Interview with Outside Director and Sustainability Promotion Initiatives etc.)



[https://colopl.co.jp/assets/pdf/ir/library/reports/COLOPL\\_Report\\_2022.pdf](https://colopl.co.jp/assets/pdf/ir/library/reports/COLOPL_Report_2022.pdf)



## 05 Other Initiatives

### Proactive approach to sustainability.

Special allowances for employees to work with peace of mind

Recognized as “Tokyo Sports Promotion Company” for five consecutive years

**Work & Life 支援制度**

Work & Lifeの充実が、“新しい体験”につながるエンターテインメントを作る。  
 ものづくりの可能性が無限に広がり、化学反応が起きていく。  
 社員一人一人が健康で、充実した毎日をご過ごせるように。  
 WorkもLifeも支援する社員サポート制度です。

- 働き方・環境 (WORK STYLE)
- 人材育成 (TRAINING)
- 育休・家族に関する制度 (LIFE STYLE)
- 福利厚生 (WELFARE)
- コミュニケーション (COMMUNICATION)
- 文化 (CULTURE)



- This is the first attempt\* by a Japanese game company.
- Featured in several media including Fuji TV's “MEZAMASHI TV”.

\*According to our research.(Domestic Game Companies (20 listed gaming companies) Jan. 6, 2023)



# 05 Other Initiatives

Focus on information dissemination to create new experiences.

## Renewal of Recruitment Website



### 働く人を知る PEOPLE

コロプラで働くってどんな人？  
たくさんの方々に新しい体験を届けるコロプラの仲間たちの  
経歴、仕事、働くモチベーションなど等身大の姿をご紹介します。

## Conscious of the Next Generation of Mobile Game Graphics

“Short Story Adventure”



# supplementary material

# Consolidated Quarterly Statements of Income



(Million JPY)

	FY2022				FY2023
	1Q	2Q	3Q	4Q	1Q
<b>Sales</b>	<b>7,406</b>	<b>8,258</b>	<b>7,414</b>	<b>9,461</b>	<b>7,108</b>
Cost	6,647	6,848	6,635	8,099	7,096
<b>Operating profit</b>	<b>758</b>	<b>1,410</b>	<b>779</b>	<b>1,361</b>	<b>11</b>
<i>Operating profit margin</i>	<i>10.2%</i>	<i>17.1%</i>	<i>10.5%</i>	<i>14.4%</i>	<i>0.2%</i>
Non-operating income	436	377	667	379	116
Non-operating expenses	103	182	81	71	570
<b>Ordinary profit</b>	<b>1,091</b>	<b>1,605</b>	<b>1,364</b>	<b>1,670</b>	<b>-442</b>
Extraordinary income	-	-	-	-	-
Extraordinary losses	-	-	-	-	-
<b>Profit before income taxes</b>	<b>1,091</b>	<b>1,605</b>	<b>1,364</b>	<b>1,670</b>	<b>-442</b>
Total income taxes	414	479	393	2,030	-29
<b>Net profit</b>	<b>677</b>	<b>1,126</b>	<b>971</b>	<b>-359</b>	<b>-413</b>
<i>Net profit margin</i>	<i>9.1%</i>	<i>13.6%</i>	<i>13.1%</i>	<i>-3.8%</i>	<i>-5.8%</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).

\*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)

	FY2022				FY2023
	1Q	2Q	3Q	4Q	1Q
Current assets	72,858	74,334	75,337	77,917	72,279
Cash and deposits	57,650	58,982	59,857	60,330	56,787
Operational investment securities	7,592	8,844	9,604	10,334	9,383
Non-current assets	6,271	7,205	6,985	5,363	6,175
<b>Total assets</b>	<b>79,129</b>	<b>81,540</b>	<b>82,322</b>	<b>83,280</b>	<b>78,455</b>
Current liabilities	5,245	5,594	5,006	5,694	4,383
Non-current liabilities	141	758	750	1,011	805
<b>Total liabilities</b>	<b>5,386</b>	<b>6,353</b>	<b>5,756</b>	<b>6,705</b>	<b>5,189</b>
Shareholders' equity	73,499	74,688	75,659	75,299	72,321
<b>Net assets</b>	<b>73,742</b>	<b>75,187</b>	<b>76,566</b>	<b>76,575</b>	<b>73,266</b>

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



# Expense Transition

(Million JPY)

	FY2022				FY2023
	1Q	2Q	3Q	4Q	1Q
<b>PF &amp; Payments</b>	<b>980</b> 13.2%	<b>1,100</b> 13.3%	<b>1,056</b> 14.2%	<b>1,303</b> 13.8%	<b>1,044</b> 14.7%
<b>Royalties</b>	<b>151</b> 2.0%	<b>116</b> 1.4%	<b>145</b> 2.0%	<b>217</b> 2.3%	<b>171</b> 2.4%
<b>Employment</b>	<b>2,486</b> 33.6%	<b>2,434</b> 29.5%	<b>2,471</b> 33.3%	<b>2,455</b> 26.0%	<b>2,372</b> 33.4%
<b>Office</b>	<b>455</b> 6.1%	<b>457</b> 5.5%	<b>452</b> 6.1%	<b>334</b> 3.5%	<b>294</b> 4.1%
<b>iDC related</b>	<b>393</b> 5.3%	<b>354</b> 4.3%	<b>365</b> 4.9%	<b>402</b> 4.3%	<b>468</b> 6.6%
<b>Advertisement</b>	<b>282</b> 3.8%	<b>340</b> 4.1%	<b>167</b> 2.3%	<b>335</b> 3.5%	<b>876</b> 12.3%
<b>Outsourcing</b>	<b>1,237</b> 16.7%	<b>1,067</b> 12.9%	<b>1,033</b> 13.9%	<b>1,030</b> 10.9%	<b>922</b> 13.0%
<b>Others</b>	<b>658</b> 8.9%	<b>977</b> 11.8%	<b>942</b> 12.7%	<b>2,019</b> 21.3%	<b>946</b> 13.3%
<b>Total</b>	<b>6,647</b> 89.8%	<b>6,848</b> 82.9%	<b>6,635</b> 89.5%	<b>8,099</b> 85.6%	<b>7,096</b> 99.8%

\*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)

	FY2022				FY2023
	1Q	2Q	3Q	4Q	1Q
<b>Sales</b>	<b>7,395</b>	<b>7,951</b>	<b>7,401</b>	<b>9,069</b>	<b>7,067</b>
Cost	6,597	6,777	6,504	7,277	6,834
<b>Operating profit</b>	<b>798</b>	<b>1,173</b>	<b>897</b>	<b>1,791</b>	<b>233</b>
<i>Operating profit margin</i>	<i>10.8%</i>	<i>14.8%</i>	<i>12.1%</i>	<i>19.8%</i>	<i>3.3%</i>

## Investment&Development Business

(Million JPY)

	FY2022				FY2023
	1Q	2Q	3Q	4Q	1Q
<b>Sales</b>	<b>11</b>	<b>307</b>	<b>12</b>	<b>392</b>	<b>40</b>
Cost	50	72	131	822	263
<b>Operating profit</b>	<b>-39</b>	<b>235</b>	<b>-118</b>	<b>-430</b>	<b>-222</b>
<i>Operating profit margin</i>	<i>-360.9%</i>	<i>76.5%</i>	<i>-918.7%</i>	<i>-109.7%</i>	<i>-548.5%</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).

# Sales Transition by Release Period

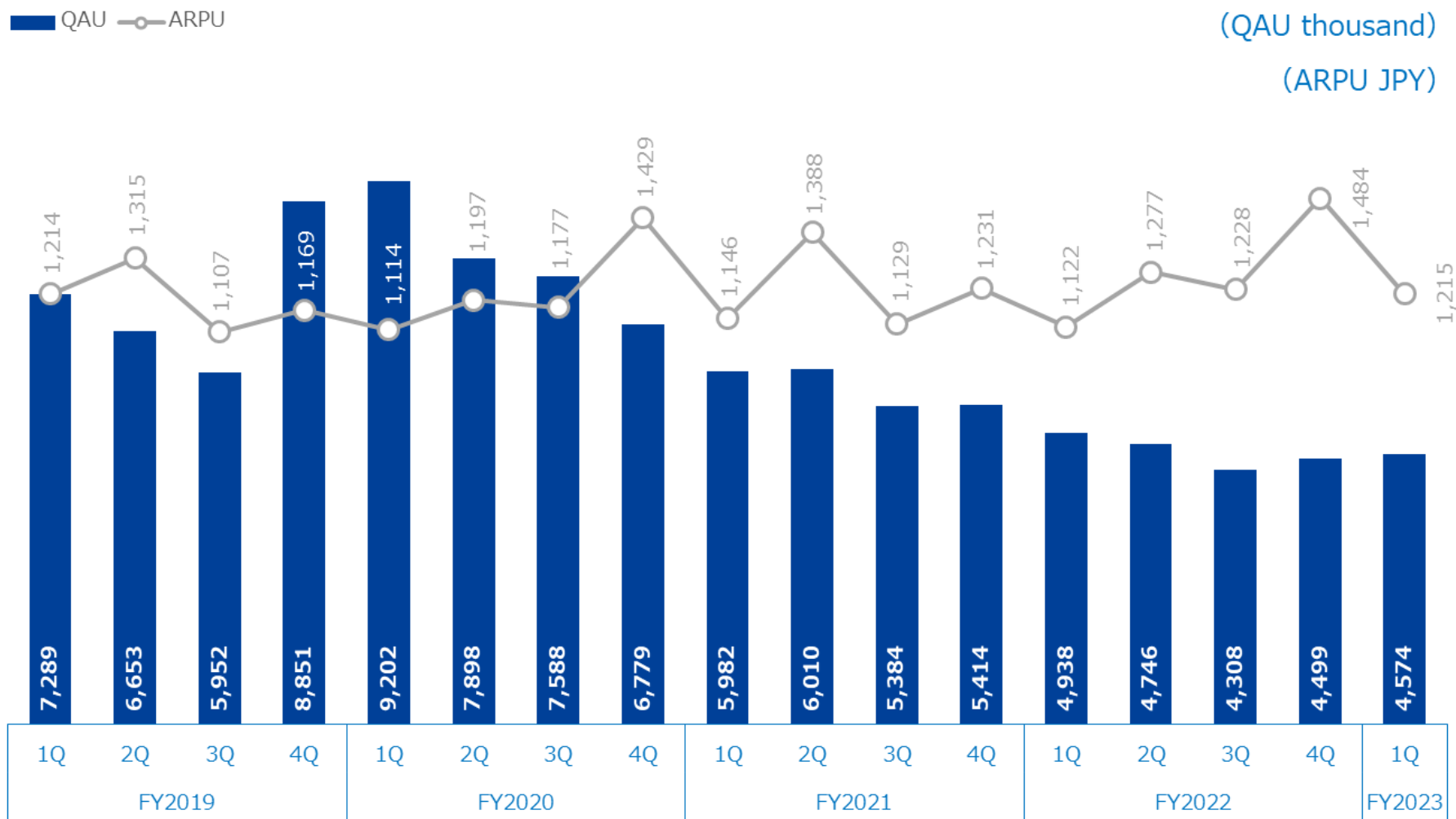
(Million JPY)

	FY2022				FY2023
	1Q	2Q	3Q	4Q	1Q
FY Sep. 2012 Online Titles	130	140	133	156	129
FY Sep. 2013 Online Titles	287	555	443	449	357
FY Sep. 2014 Online Titles	1,413	1,273	1,372	2,086	1,082
FY Sep. 2015 Online Titles	23	23	20	20	17
FY Sep. 2016 Online Titles	162	199	118	168	76
FY Sep. 2017 Online Titles	163	151	162	146	138
FY Sep. 2018 Online Titles	927	1,048	924	851	836
FY Sep. 2019 Online Titles	2,368	2,601	2,077	2,778	2,426
FY Sep. 2021 Online Titles	29	27	25	20	1
FY Sep. 2022 Online Titles	37	39	14	0	-
FY Sep. 2023 Online Titles	-	-	-	-	493
Console (In-house Operation • Entrusted Development etc)	737	690	1,098	879	589
Others (Overseas • Our IP Operation and Merchandise • XR etc)	1,114	1,196	1,010	1,512	919
<b>Total (Entertainment Business)</b>	<b>7,395</b>	<b>7,951</b>	<b>7,401</b>	<b>9,069</b>	<b>7,067</b>

- 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
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- FY2019 : DRAGON QUEST WALK
- FY2021 : YOU GENERATION
- FY2022 : TALES OF LUMINARIA
- FY2023 : NEKO GOLF -Anime GOLF-

\*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).

# Domestic Title KPI QAU x ARPU

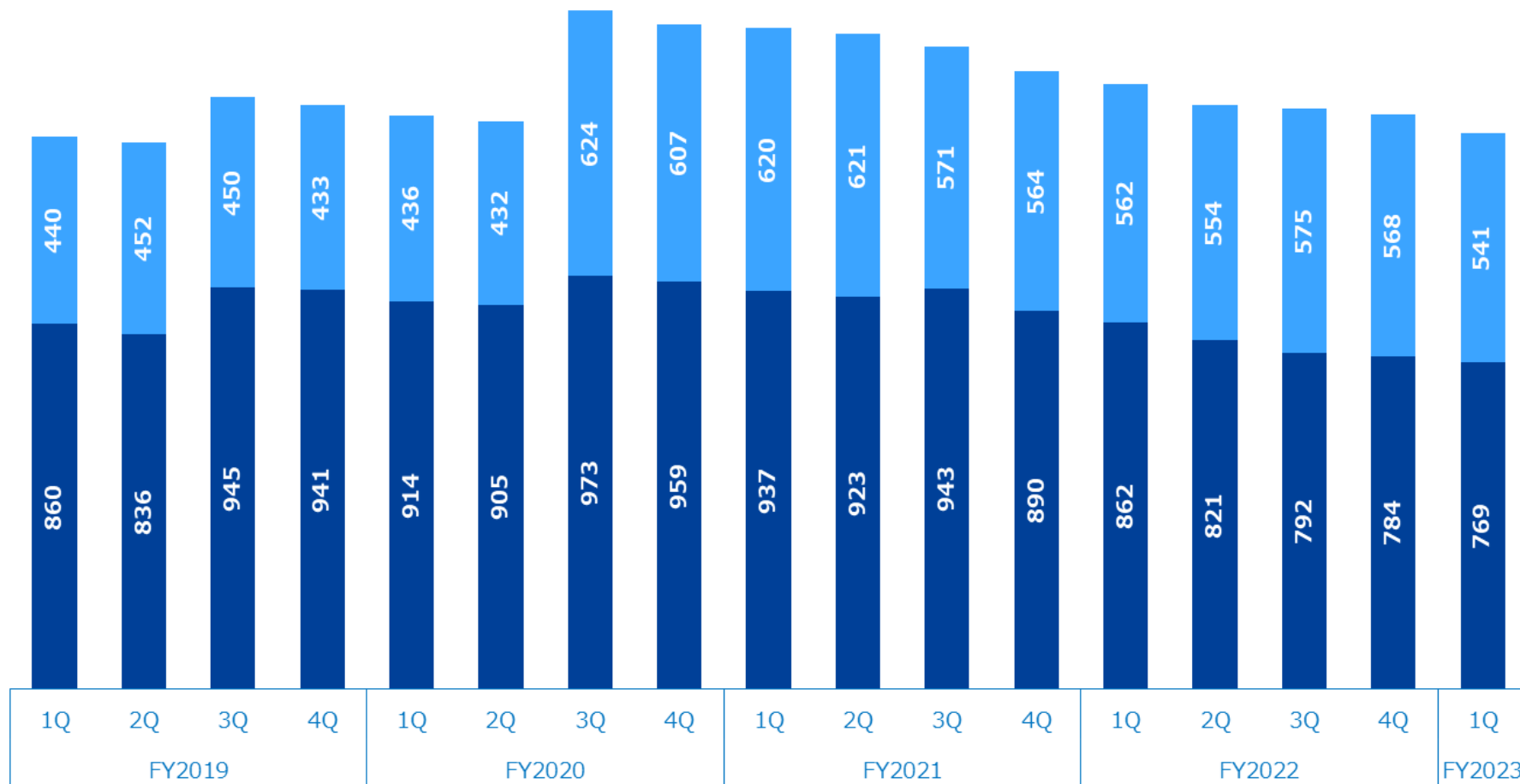


\*Overseas KPIs for "Tales of Luminaria" are not included.

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

# Workforce Transition

■ COLOPL    ■ Amount of each group company



From 1Q FY2023, the number of employees is the number of full-time employees (excluding employees temporarily transferred from the Group and including employees temporarily transferred to the Group).



# “Entertainment in Real Life”

Making everyday more enjoyable and wonderful through entertainment

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



@colopl\_pr



@coloplinc

Click!!

