



TOEI COMPANY, LTD.

**FY 2023
Financial Results
Presentation Material**

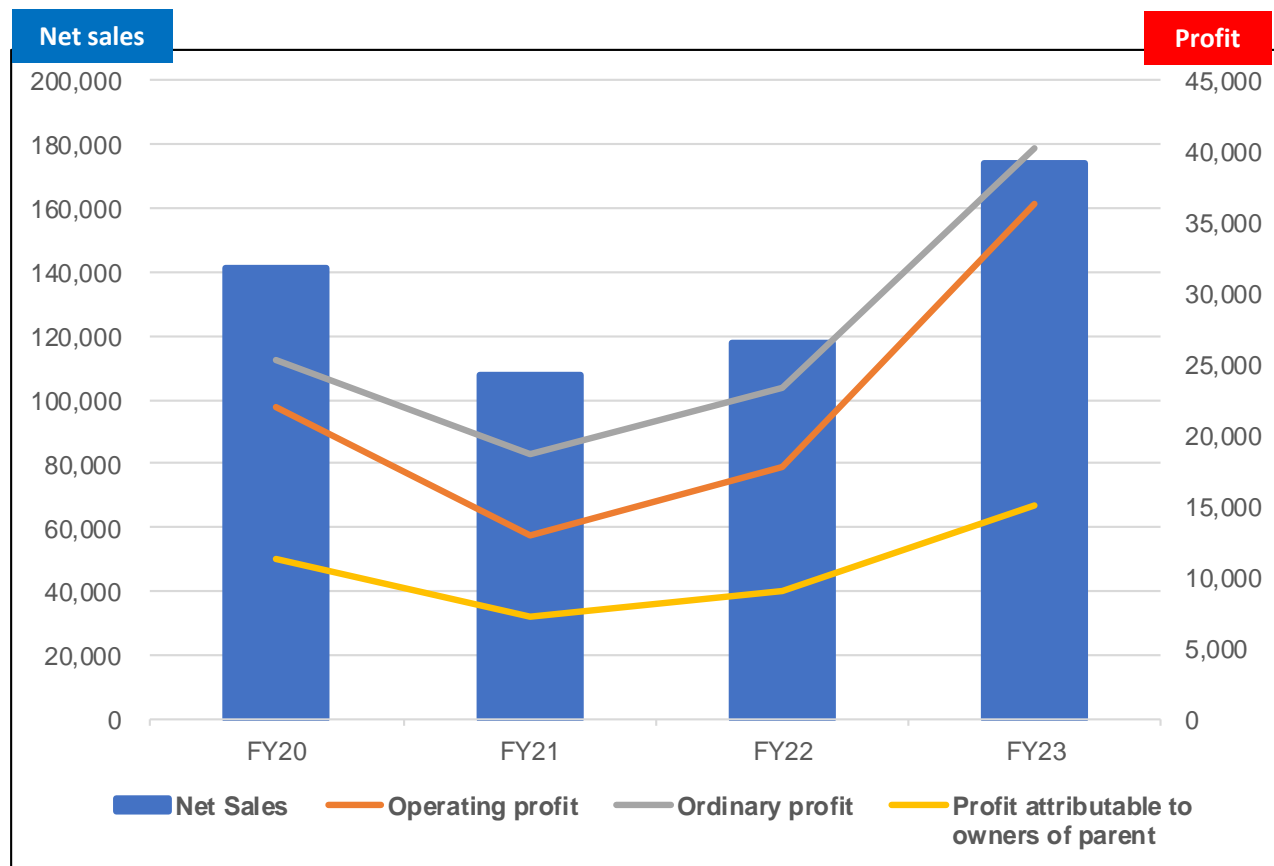
Notice: This document is a translation of the original Japanese document and is only for reference purposes. In the event of any discrepancy between this translated document and the original Japanese document, the latter shall prevail.



FY2023 Consolidated Financial Results

	FY20	FY21	FY22	FY23	Year-on-year change	Millions of yen
Net Sales	141,376	107,648	117,539	174,358	56,819	48.3%
Cost of sales	90,118	67,752	70,550	102,906	32,356	45.9%
Selling, general and administrative expenses	29,253	26,898	29,178	35,113	5,935	20.3%
Operating profit	22,003	12,997	17,810	36,339	18,529	104.0%
Ordinary profit	25,360	18,716	23,303	40,172	16,869	72.4%
Profit attributable to owners of parent	11,357	7,284	8,977	15,025	6,048	67.4%

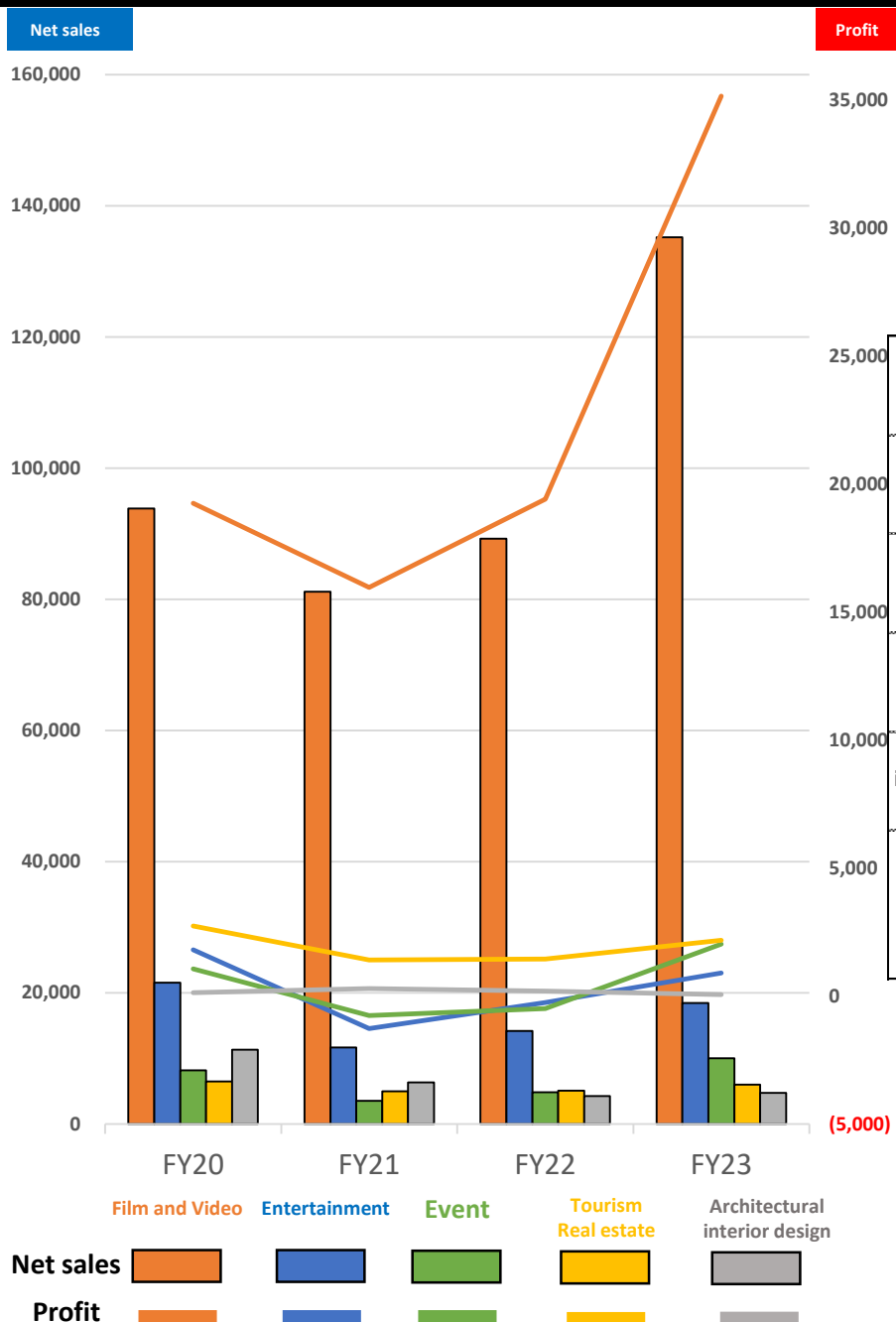
From April 1, 2022 to March 31, 2023



Overview

For the fiscal year ended March 31, 2023 (April 1, 2022 - March 31, 2023) the Japanese economy seemed to recover moderately, adapting to the age of the coronavirus. On the consolidated financial results for the fiscal year under review, we achieved the highest ever operating profit in the history of the company, due to the success of films such as *ONE PIECE FILM RED*, *THE FIRST SLAM DUNK*, *Dragon Ball Super: SUPER HERO*, *THE LEGEND & BUTTERFLY*, and *SHIN KAMEN RIDER*.

FY2023 Segment Information



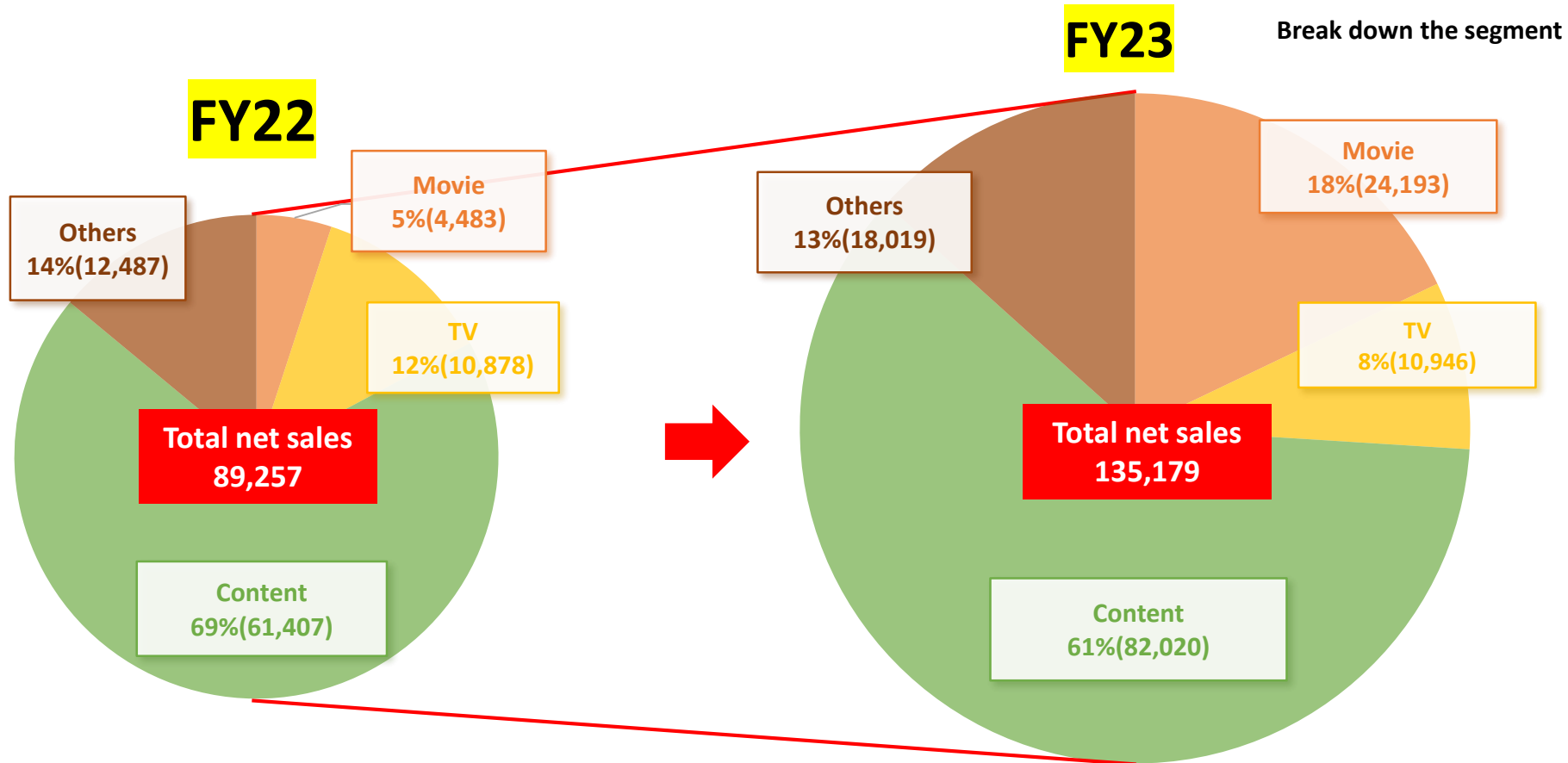
Millions of yen

		FY20	FY21	FY22	FY23	Yea- on-year change	
Film and Video-related business	Net sales	93,843	81,169	89,257	135,179	45,922	51.4%
	Profit	19,250	15,962	19,411	35,167	15,756	81.2%
Entertainment-related business	Net sales	21,547	11,627	14,150	18,449	4,299	30.4%
	Profit	1,801	(1,271)	(262)	900	1,162	-
Event-related business	Net sales	8,182	3,525	4,823	10,015	5,192	107.7%
	Profit	1,057	(772)	(492)	1,277	1,769	-
Tourism real estate business	Net sales	6,476	4,983	5,053	5,967	914	18.1%
	Profit	2,727	1,407	1,440	2,168	728	50.6%
Architectural interior design business	Net sales	11,326	6,342	4,254	4,746	492	11.6%
	Profit	124	287	183	48	(135)	(73.8%)
Total net sales		141,376	107,648	117,539	174,358	56,819	48.3%
Adjustment amount		(2,956)	(2,615)	(2,469)	(3,223)	(754)	-
Total profit		22,003	12,997	17,810	36,339	18,529	104.0%

FY2023 Analytics Film and Video-Related Business

Millions of yen

		FY22	FY23	Year-on-year change	
Film and video- related business	Net sales	89,257	135,179	45,922	51.4%
	Segment profit(loss)	19,411	35,167	15,756	81.2%



Net sales profit for the movie business increased to 18% of the segment share (from 5% segment share for FY22), and net sales profit for the content business increased 33% compared to FY22.

FY2023 Analytics Film and Video related business

Notice: Percentages indicate year on year changes

【Movie business】

In the movie business, we distributed 43 films, including films produced in collaboration with other production companies. Of those films, *ONE PIECE FILM RED* and *THE FIRST SLAM DUNK* were big hits. *Dragon Ball Super: SUPER HERO*, *THE LEGEND & BUTTERFLY*, *SHIN KAMEN RIDER* and other films were well received.

⇒ **Net sales 24,193 million yen / up 439.6%**

【Television content business】

In the television content business, TV programs have become more diverse, reflecting broadcasters' fierce competition for ratings, and we strove to enhance content to receive orders in a tough market. In the fiscal year under review, we produced a total of 404 programs, with 60 60-minute programs such as *AIBOU (Partners)* and *The Woman of S.R.I.*, 324 30-minute programs such as *KAMEN RIDER REVICE* and *Delicious Party ♡ Precure*, and 20 special programs such as *Nishimura Kyotaro Travel Mystery Final*, maintaining our market share. Sales of character merchandising rights for TV shows such as *Avataro Sentai Donbrothers*, *KAMEN RIDER REVICE* and *KAMEN RIDER GEATS* remained strong.

⇒ **Net sales 10,946 million yen / up 0.6%**

【Content business】

In the content business, in addition to selling terrestrial, BS and CS broadcasting rights and video rights for theatrical films, etc., we supplied video content to video distribution services for smartphones and tablets. Sales of broadcasting rights for old TV period dramas and the *AIBOU (Partners)* television film series and sales of content to Amazon Prime Video and other video-on-demand providers were strong. The Toei Tokusatsu Fan Club gained more members, which contributed to sales. We strengthened collaboration within the Group to sell videos and sold a total of 318 DVD and Blu-ray titles. The *Kamen Rider* series and *Dragon Ball Super: SUPER HERO*, in particular, sold well. In the animation business, the overseas screening rights and overseas video distribution rights for *Dragon Ball Super: SUPER HERO*, *ONE PIECE FILM RED* and *THE FIRST SLAM DUNK* sold well. Sales of merchandising rights for *ONE PIECE* and the *Dragon Ball* series were also strong in Japan and overseas. In the international business, we sold theatrical films and TV shows overseas as well as the overseas merchandising rights for *Kikai Sentai Zenkaiger* and other TV shows. We also imported and sold the television broadcasting rights for foreign films, such as *Bohemian Rhapsody* and *Ad Astra*. The international business performed well overall. In the educational video business, we produced and distributed educational videos, with *Yuyake* winning the grand prize at the Japan Audio-Visual Education Association's educational film festival in 2022.

⇒ **Net sales 82,020 million yen / up 33.6%**

【Others】

40% of other sales comes from Toei Animation Co., Ltd., with strong performances in merchandise sales from offline retail stores such as the One Piece Mugiwara store, movie merchandise for the film *THE FIRST SLAM DUNK*, and online retail sites. Regarding events, large scale exhibitions for works such as *World Trigger* performed well domestically, in addition to overseas exhibitions which also did well.

⇒ **Net sales 18,019 million yen / up 44.3%**

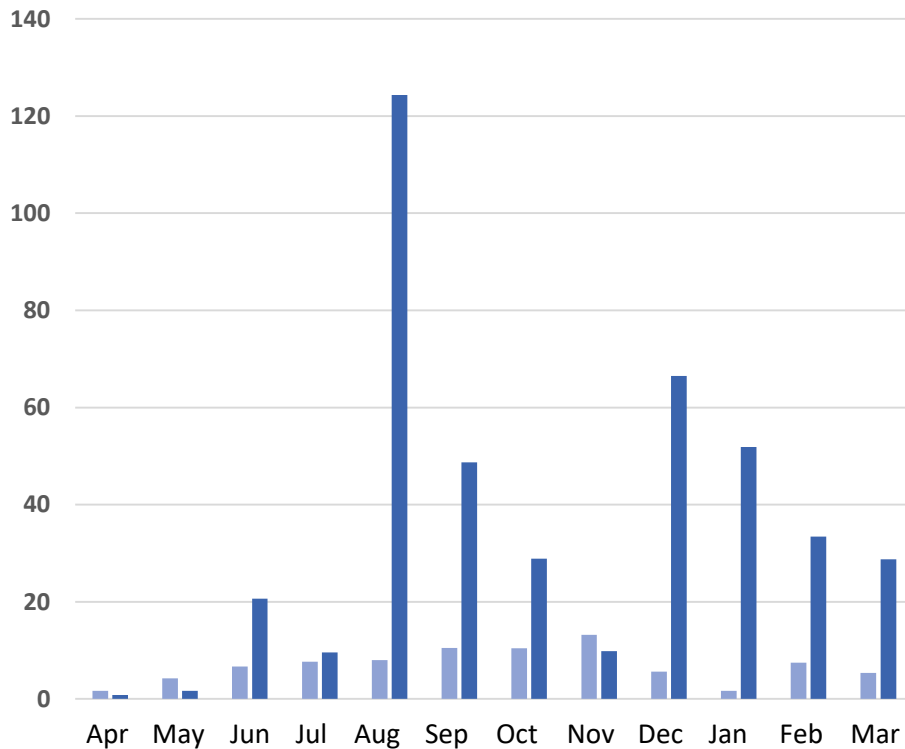
FY2023 Sales report of Main titles

Title	Release date	Number of Audience	Grossing ^{As of End of Mar} (Million yen)
<i>Dragon Ball Super: SUPER HERO</i>	June-11	1,874,332	25.1
<i>ONE PIECE FILM RED</i>	August-6	14,276,222	197.0
<i>THE FIRST SLAM DUNK</i>	December-3	8,782,364	126.3
<i>THE LEGEND & BUTTERFLY</i>	January -27	1,879,555	24.3
<i>SHIN KAMEN RIDER</i>	March-17	900,199	13.5

139.5 (as of May-7)

22.2 (as of May-7)

Grossing Income on each month



(Millions of yen)

■ FY22

■ FY23

	FY22	FY23	Year-on-Year Change
Apr	1.68	0.84	50.0%
May	4.24	1.68	39.7%
Jun	6.68	20.67	309.5%
Jul	7.65	9.56	125.1%
Aug	8.01	124.36	1551.5%
Sep	10.49	48.73	464.4%
Oct	10.46	28.85	275.7%
Nov	13.21	9.84	74.5%
Dec	5.61	66.47	1184.0%
Jan	1.69	51.85	3065.8%
Feb	7.49	33.39	445.6%
Mar	5.39	28.72	532.0%
Total	82.6 Million yen	425.0 Million yen	514.2%

FY2023 Analytics Entertainment -related business Event-related business

(Millions of yen)

		FY22	FY23	Year-on-year change	
Entertainment -related business	Net sales	14,150	18,449	4,299	30.4%
	Segment profit (loss)	(262)	900	1,162	—

In the box office business, sales were strong, due to the screening of blockbuster movies including ONE PIECE FILM RED. The directly managed Shibuya Toei Theater (two screens) was closed on December 4, 2022. As of the end of the fiscal year under review, we have 220 screens (including two screens directly managed by TOEI COMPANY).

⇒ **Net sales 18,449 Million yen / up 30.4%**

(Millions of yen)

		FY22	FY23	Year-on-year change	
Event - related business	Net sales	4,823	10,015	5,192	107.7%
	Segment profit(loss)	(492)	1,277	1,769	—

【Event - related business】

The environment in the event business continued to be challenging even as the pandemic subsided, with efforts made to hold events suited to the endemic COVID-19 era and measures taken to control infection and the number of participants. In this environment, we held a variety of events, including KAMEN RIDER 50 YEARS EXHIBITION, 120th Anniversary Exhibition Happy Birthday! Peter Rabbit and other exhibitions; live events; stage performances; and popular character shows. We also sold film-related merchandise and sold event merchandise online.

⇒ **Net sales 8,201 Million yen / up 110.1%**

【TOEI Kyoto Studio Park】

The number of visitors to TOEI Kyoto Studio Park has been trending toward recovery, reflecting the easing of movement restrictions and recording 560,000 visitors in FY2023 (from 280,000 people in FY2022), up 200% compared to the previous year,

⇒ **Net sales 1,813 Million yen / up 97.0%**

FY2023 Analytics Tourism real estate business Architectural interior design business

(Millions of yen)

		FY22	FY23	Year-on-year change	
Tourism real estate business	Net sales	5,053	5,967	914	18.1%
	Segment profit (loss)	1,440	2,168	728	50.6%

【 Real estate leasing business 】

In the real estate leasing business, requests for rent reduction and exemption, particularly related to retail facilities, subsided, but rents did not rise. The environment surrounding the business continued to be difficult overall, particularly in regional areas. In the fiscal year under review, Shibuya Toei Plaza, Oz Studio City, Shinjuku Sanhome East Bldg. and other rental facilities remained in operation.

⇒ **Net sales 4,310 Million yen / up 9.3%**

【 Hotel business 】

In the hotel business, inbound tourism demand recovered following the easing of restrictions on entry into Japan in October 2022, and sales nearly recovered to the pre-COVID-19 level. At the same time, hotels have been affected by rising prices, including utility costs. We took measures to address the situation, including the revision of prices and thorough cost control.

⇒ **Net sales 1,657 Million yen / up 49.2%**

(Millions of yen)

		FY22	FY23	Year-on-year change	
Architectural interior design business	Net sales	4,254	4,746	492	11.6%
	Segment profit (loss)	183	48	(135)	(73.8%)

【 Architectural interior design business 】

In the architectural interior design business, construction demand was firm, despite the uncertain business outlook. However, there is a growing need to develop measures against the rising costs of materials and equipment in the receiving of orders and procurement. Despite the situation, we conducted active sales activities to retain existing customers and expand orders, and were involved in the construction of cinema complexes.

⇒ **Net sales 4,746 Million yen / up 11.6%**

FY2024 Future outlook

(Millions of yen)

	FY2020	FY2021	FY2022	FY2023	FY2024	Year-on-year change
Net sales	141,376	107,648	117,539	174,358	145,200	(16.7%)
Operating profit	22,003	12,997	17,810	36,339	21,800	(40.0%)
Ordinary profit	25,360	18,716	23,303	40,172	25,200	(37.3%)
Profit attributable to owners of parent	11,357	7,284	8,977	15,025	11,800	(21.5%)

- We will continue to develop projects to maximize visual content business revenue and accelerate global rollout of content to achieve the goal of the Medium- to Long-term Vision TOEI NEW WAVE 2033.
- While a slight recoil reduction from FY2023 is expected, financial performance for FY2024 is still predicted to return to pre-pandemic levels.

Reference

The Toei Group's Business Model

(1) Run planning and production in-house,

Planning a diverse and appealing lineup of content

- Theatrical films **Over 4,400**
- Television shows **Over 38,000**
- Streaming content **Over 600**



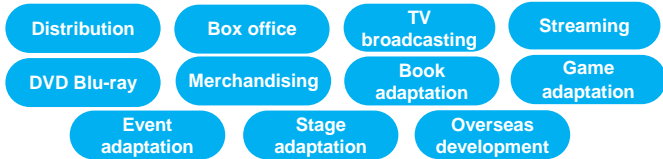
Film production infrastructure

- One-stop system from shooting to post-production



(2) Develop multi-use

- **Multi-channel coverage** from movie theaters to television and online streaming

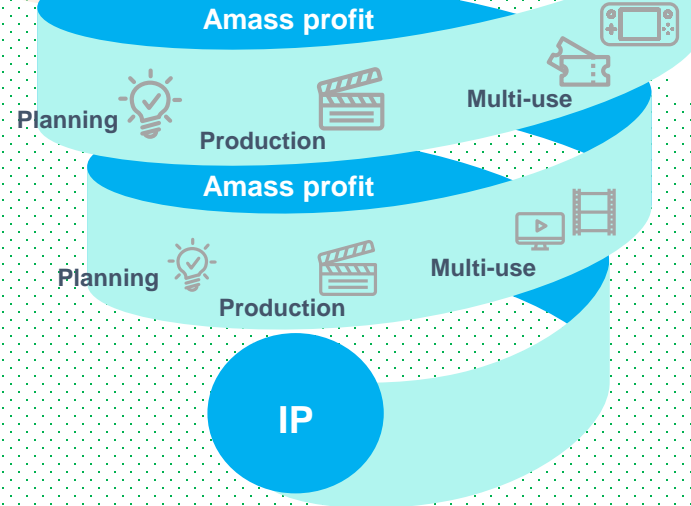


(3) Franchise content to increase points of contact

Aim to maximize the revenue generated by IPs

Revenue maximization

Improved IP recognition
Creating fans, etc.



Increased points of contact

An Example of Multi-Use Rollout Overseas

The live-action remake *VOLTES V LEGACY* (original title) premiered on Filipino television!

Super Electromagnetic Machine Voltes V sparked a robot animation boom when it originally aired in Japan from 1977 to 1978. The craze spread overseas and gained immense popularity in the Philippines.

Responding to the love and passion the Filipino people have shown for *VOLTES V*, 45 years later a live-action remake television series titled *VOLTES V LEGACY* (original title) was produced by GMA Network, the largest free-to-air television station in the Philippines, with production company Telesuccess Productions.

The series premiered on GMA Network on May 8 and will have a total of 80 episodes. In addition, a theatrical version was released on April 19, mainly in Manila, the country's capital.



©TOEI Co. Ltd, Telesuccess All Rights Reserved



Press Conference for Completion and Special Screening

On April 18, a press conference for the completion of and a special screening of *VOLTES V LEGACY* was held at SM Cinema The Block in Quezon City. 22 members of the cast and crew, including the director, came together for this ultra-luxurious event, where they were flooded with questions from related companies and the press.

The press conference included promotional footage of the series and a surprise appearance by Toei President & CEO Fumio Yoshimura (photo: bottom right), who expressed thanks to the people of the Philippines and gave encouraging comments for the new series, highlighting the show's cooperative relationship with Toei.

Toei will continue to pursue global opportunities for its IPs!



Taking on the Challenge of New Channels

Toei Zukun Laboratory Exhibits at the G7 Digital and Tech Ministers' Meeting in Takasaki, Gunma

Toei has been working to develop cutting edge video technologies to pioneer and advance new channels. Toei Zukun Laboratory exhibited at the G7 Digital and Tech Ministers' Meeting in Takasaki, Gunma, showcasing the latest technologies developed by Toei.

Details of the Event

G7 Digital and Tech Ministers' Meeting in Takasaki, Gunma

○ **Date:** Saturday, April 29 to Sunday, April 30, 2023

○ **Venue:** G Messe Gunma

○ **Organizer:** Digital Agency, Ministry of Internal Affairs and Communications, Ministry of Economy, Trade and Industry

○ Participating Countries and Regions

France, the United States, the United Kingdom, Germany, Japan, Italy, Canada, the European Union

○ **Number of Exhibits:** 83

[About the Toei Zukun Laboratory Exhibit]

Introducing the development of next-generation content utilizing digital humans

The various elemental technologies needed to drive next-generation content were put on display with real life examples, showcasing initiatives to create new forms of entertainment through open innovation, with a focus on digital human technologies.

<Implementing Digital Humans in Society> NTT Communications × NTT QONOQ × Toei Zukun Laboratory Interactive Digital Human

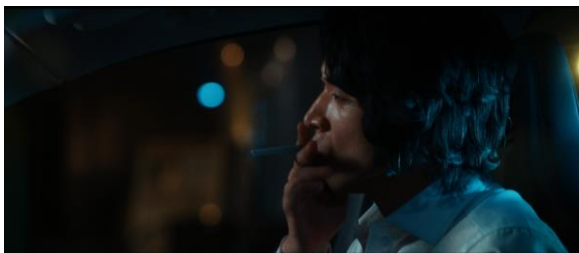


▶ Having a conversation with the digital human CONN.

Combining motion generating AI and voice synthesis AI technologies, developed by NTT Human Informatics Laboratories, with digital humans has led to the development and demonstration testing of "CONN," a digital human that can act in a natural way that more closely resembles humans.

Digital humans with the ability to converse with visitors expand the possibilities of customer contact points in both the real and virtual worlds, and are expected to lead to the creation of a new field of business.

<Next-Generation Video Development> Digital Human Representation of Yusaku Matsuda



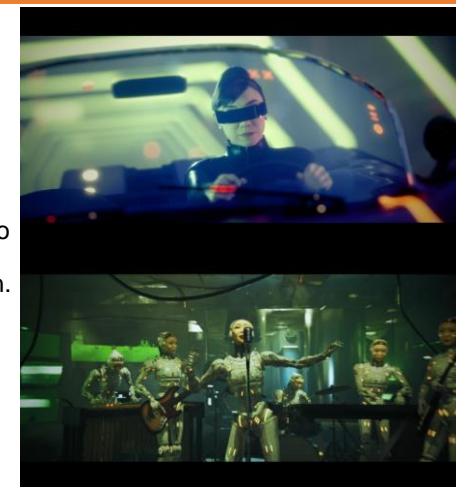
The late actor Yusaku Matsuda was recreated on video through a combination of reanimation by conventional 3D artists and AI technology.

To revive the unique atmosphere and aura of Yusaku Matsuda as a digital human, artists used a facial model generated using machine learning based on ultra-high resolution 3DCG data from 100 adult males acquired with the Light Stage scanning system. For facial movements, the facial expressions of a body double were analyzed with tracking technologies.

<Industry and Academia> Graduate School of Information Science and Technology, The University of Tokyo × Toei Zukun Laboratory Developing and Producing a Digital Human Representation of Yuming. Recreating Yuming's Signing Voice from 50 Years Ago with AI Technology

A research group consisting of Shinnosuke Takamichi and other staff from the Saruwatari & Takamichi lab at the Graduate School of Information Science and Technology at The University of Tokyo used voice information processing and machine learning technologies based on vocal data from multi-track records of Yumi Matsutoya made in the 1970s and 1980s to faithfully recreate the vocal tone and singing expression of Yumi Arai, as she was then known.

A music video for the song "Call me back" (recorded on the album *Yuming BANZAI!!*) performed as a duet with current-day Yumi Matsutoya has also been released on YouTube.



Taking on the Challenge of New Channels

<Collaborative Creation with Broadcasting Technologies> NHK Science & Technology Research Laboratories × Toei Zukun Laboratory Digital Human Transmission Technology

We are working on research and development into next-generation content that transcends the boundaries of conventional television through a fusion of television and XR technologies. Characters on TV are instantly recreated before your eyes as augmented reality (AR) by interconnecting the images displayed on a television with a tablet device.

Virtual Production

In October 2022, the Virtual Production Department was established, and a studio equipped with a 30-meter wide, 5-meter tall LED wall is currently under construction. The studio will enable next-generation shooting that provides an eco-friendly solution and resolves physical and time-related difficulties such as weather and travel times. The show *Ohsama Sentai King-Ohger*, currently airing on TV, uses an LED wall produced by another company, but will be using the new studio in the future.



Ohsama Sentai King-Ohger © TV Asahi, Toei AG, Toei

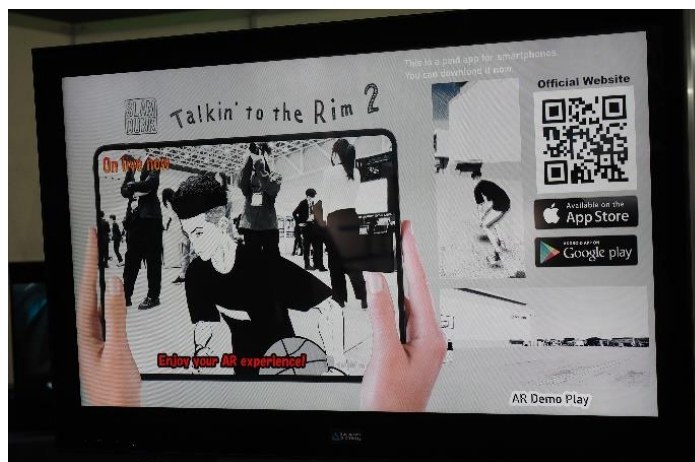


Photo/NHK

Motion Capture

Toei Zukun Laboratory provides high-precision motion capture services and data. Toei has used motion capture technologies to produce a range of digital media, interactive titles and inclusive content that contributes to society, such as film, animation, video games, academic research, social welfare and other pursuits.

Talkin' to the Rim 2 is an app that allows users to watch Ryota Miyagi, a character from the animated series *Slam Dunk*, dribbling a basketball from any angle using AR.



► Scene of the advanced motion capture technology-based app *Talkin' to the Rim 2* in action.

The character appeared at G7 Digital and Tech Exhibition. In addition to visual images, the app is packed with attention to detail such as the echoing sound of the ball.

* What is motion capture?
Motion capture is a technology that converts the movements of a person or object into digital data, for use in visual content such as video games and animation.

Support for Victims of the 2023 Turkey Earthquake

We wish to express our heartfelt condolences to those who lost loved ones in the earthquake that struck southeastern Turkey in the morning of February 6, 2023, and would also like to express our deepest sympathy to everyone who was affected by the disaster.

In 2015, Toei released the film *125 Years Memory* (original title: *Kainan 1890*), which was produced to commemorate the 125th anniversary of friendship between Japan and Turkey, and which tells the story of Japan's bonds with Turkey to a modern Japanese audience. To ensure that the new bonds with Turkey formed through the production of the film are never broken and lead to a bright future for both countries, Toei undertook the following initiatives.

(1) Relief Donations

On Thursday, March 23, Toei Company Ltd. Executive Managing Director Koichi Wada (pictured right) presented a 5 million yen donation to Turkish Ambassador to Japan Korkut Gungen (pictured left) at the Turkish Embassy in Tokyo.



(2) Installation of Donation Boxes

Donation boxes were set up to collect donations at Marunouchi Toei (1) (2), a movie theater directly operated by Toei, and at 19 sites around Japan operated by Toei Group company T-Joy Co., Ltd.



(3) Charity Screenings

- i) The “Kainan 1890” Production Committee cooperated with Aeon Entertainment Co., Ltd. to hold charity screenings of *125 Years Memory* for southeastern Turkey earthquake relief. Screenings were held at 25 Aeon Cinema theaters across Japan with box office proceeds donated to earthquake relief.
- ii) The “Kainan 1890” Production Committee took part in holding charity screenings of *125 Years Memory* in Fukui prefecture and donated the box office proceeds to earthquake relief.
- iii) The “Kainan 1890” Production Committee cooperated with the town Kushimoto's charity screenings of *125 Years Memory* at Xyst Cinema Nanki operated by O-Entertainment Co., Ltd., with the box office proceeds going to earthquake relief.



125 Years Memory forged a deep friendship between Turkey and Japan. Because we believe that films have the power to move people, we will keep making films that bring people joy and inspiration and contribute to a better society.

125 Years Memory © 2015 Ertugrul Film Partners

Disclaimer

- This material has been prepared by our company based on the information available at the time of the presentation. Actual results may differ from those presented in this material due to various factors.
- Please utilize this material using your own judgment and responsibility.
- Reproducing all or any part of this material is prohibited without TOEI COMPANY's permission.

Contact to:

TOEI COMPANY, LTD.
STRATEGIC PLANNING

Yoko OHTA you_ota@toei.co.jp

Megumi NAITO meg_naito@toei.co.jp

Masamitsu OKUMOTO mas_okumoto@toei.co.jp