



FY Sep.2023 / 4Q Results  
2023.11.08

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# Highlights

## 4Q Results

Anniversary event was held. Good progress was also made on blockchain games and AI

Sales: ¥8.4 billion (YoY-10.8%) Operating Profit: ¥0.8 billion (YoY-35.5%)

## Full Year Results

Sales declined slightly. Several existing titles were positive compared to the previous year

Sales: ¥30.9 billion (YoY-5.0%) Operating Profit: ¥2.8 billion (YoY-33.7%)

## Entertainment Business

Operating profit decreased due to an increase in advertising expenses for new titles

Sales: ¥29.9 billion (YoY-6.0%) Operating Profit: ¥3.4 billion (YoY-26.8%)

## Investment and Development Business

Impairment losses were incurred, but revenues increased due to investment returns of portfolio companies, etc.

Sales: ¥1.0 billion (YoY+39.6%) Operating Profit: ¥-0.5 billion (YoY-)

## TOPICs

Dividend per share is planned to be ¥20 per share

Brilliantcrypto focused on international marketing activities

# 01 Overview of Results

Sales: ¥8.4 billion (YoY: -10.8%)

Operating profit: ¥0.8 billion (YoY: -35.5%)

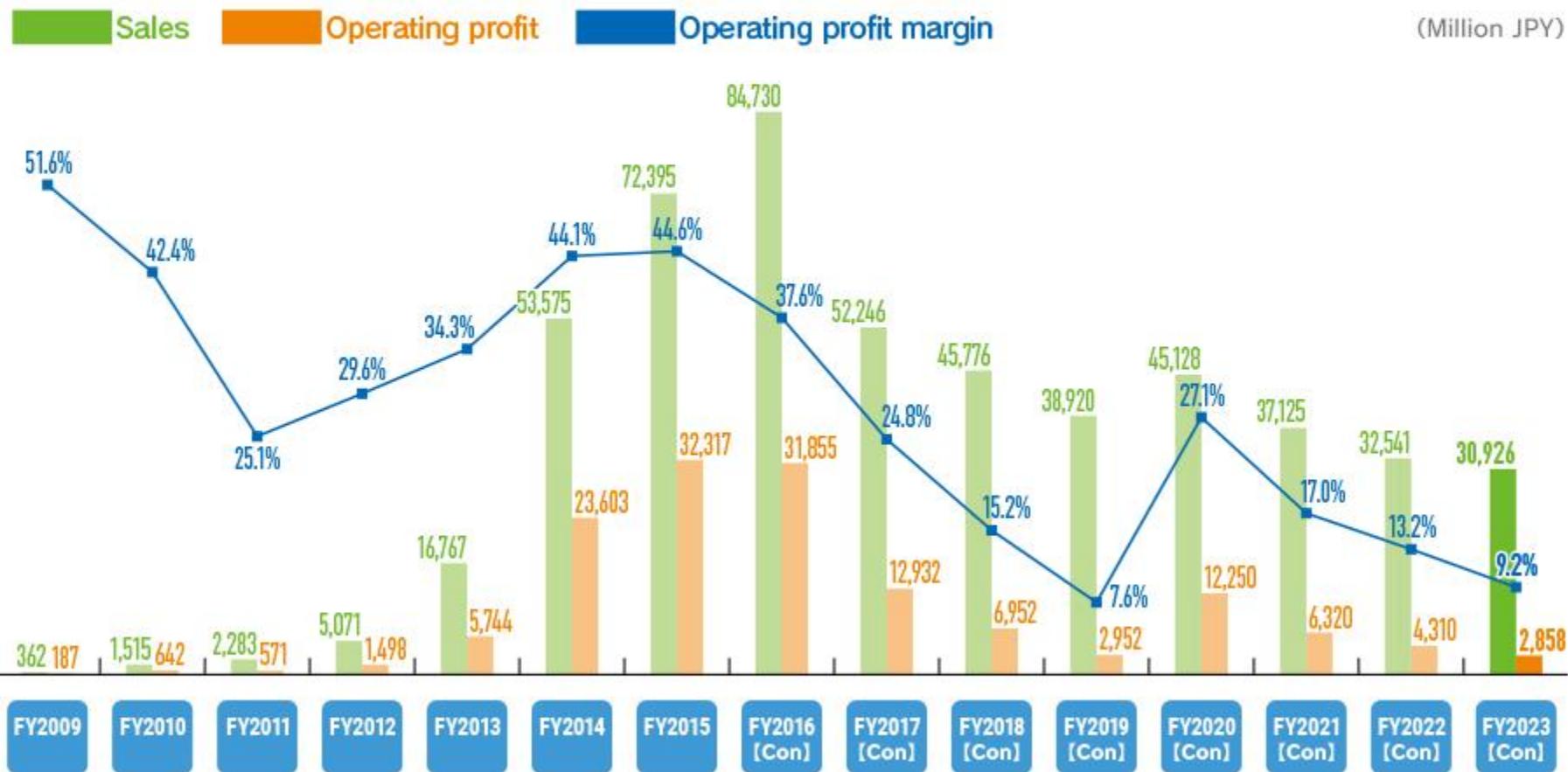


\*There are some differences in calculation due to rounding down of less than one million yen and rounding off.

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

Sales: ¥30.9 billion (YoY: -5.0%)

Operating profit: ¥2.8 billion (YoY: -33.7%)



\*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 (Oct.2021-Sep.2022)	FY2023 (Oct.2022-Sep.2023)	YoY
<b>Sales</b>	<b>31,817</b>	<b>29,914</b>	<b>-6.0%</b>
Cost	27,155	26,504	-2.4%
<b>Operating profit</b>	<b>4,661</b>	<b>3,410</b>	<b>-26.8%</b>
Operating profit margin	14.7%	11.4%	-

## Investment&Development Business

(Million JPY)

	FY2022 (Oct.2021-Sep.2022)	FY2023 (Oct.2022-Sep.2023)	YoY
<b>Sales</b>	<b>724</b>	<b>1,011</b>	<b>+39.6%</b>
Cost	1,077	1,565	+45.3%
<b>Operating profit</b>	<b>-353</b>	<b>-554</b>	<b>-</b>
Operating profit margin	-48.8%	-54.8%	-

\*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).

**Ordinary profit : ¥3.2 billion** (YoY: -42.8%)

**Net profit : ¥1.8 billion** (YoY: -21.6%)

(Million JPY)

	FY2022 (Oct.2021-Sep.2022)	FY2023 (Oct.2022-Sep.2023)	YoY
<b>Sales</b>	<b>32,541</b>	<b>30,926</b>	<b>-5.0%</b>
Cost	28,231	28,067	-0.6%
<b>Operating profit</b>	<b>4,310</b>	<b>2,858</b>	<b>-33.7%</b>
Operating profit margin	13.2%	9.2%	-
Non-operating income	1,860	926	-50.2%
Non-operating expenses	438	508	+16.0%
<b>Ordinary profit</b>	<b>5,732</b>	<b>3,276</b>	<b>-42.8%</b>
Extraordinary income	-	-	-
Extraordinary losses	-	-	-
<b>Profit before income taxes</b>	<b>5,732</b>	<b>3,276</b>	<b>-42.8%</b>
Total income taxes	3,317	1,383	-58.3%
<b>Net profit</b>	<b>2,414</b>	<b>1,893</b>	<b>-21.6%</b>
Net profit margin	7.4%	6.1%	-

\*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).



(Million JPY)

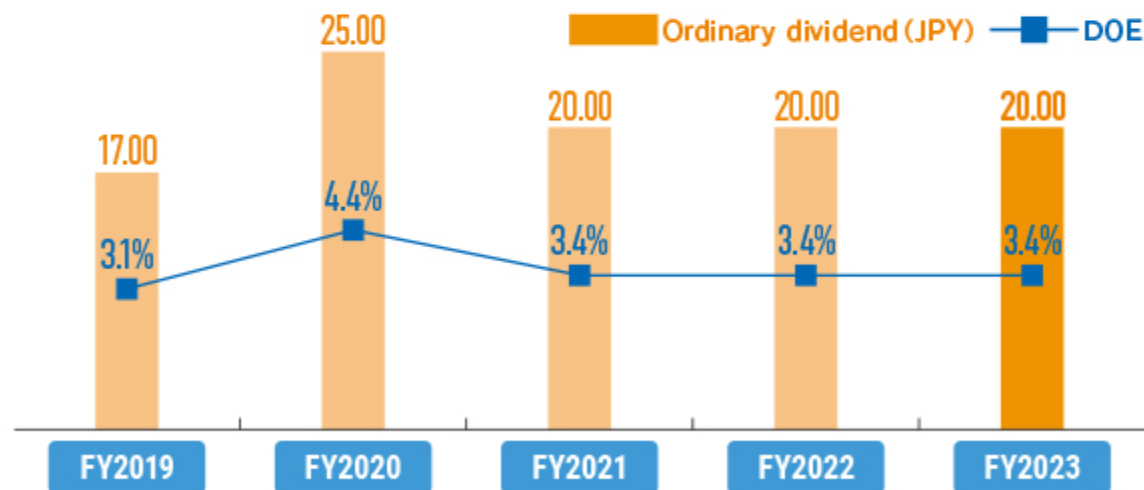
	FY2022 (Sep.2022)	FY2023 (Sep.2023)	YoY
Current assets	77,917	74,889	-3.9%
Cash and deposits	60,330	57,960	-3.9%
Operational investment securities	10,334	9,908	-4.1%
Non-current assets	5,363	6,805	+26.9%
<b>Total assets</b>	<b>83,280</b>	<b>81,695</b>	<b>-1.9%</b>
Current liabilities	5,694	4,327	-24.0%
Non-current liabilities	1,011	1,133	+12.1%
<b>Total liabilities</b>	<b>6,705</b>	<b>5,460</b>	<b>-18.6%</b>
Shareholders' equity	75,299	74,673	-0.8%
<b>Net assets</b>	<b>76,575</b>	<b>76,234</b>	<b>-0.4%</b>

\*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.

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

	FY2019	FY2020	FY2021	FY2022	FY2023
Dividend per share (JPY)	17.00	25.00	20.00	20.00	20.00
Total dividend (Million JPY)	2,167	3,195	2,559	2,564	2,565
Payout ratio	202.4%	40.0%	84.0%	106.1%	135.5%
DOE	3.1%	4.4%	3.4%	3.4%	3.4%



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

\*The dividend for FY2023 will be decided at the annual meeting of stockholders which is plans to take in December, 2023 in relation to the plan for the appropriation of surplus.

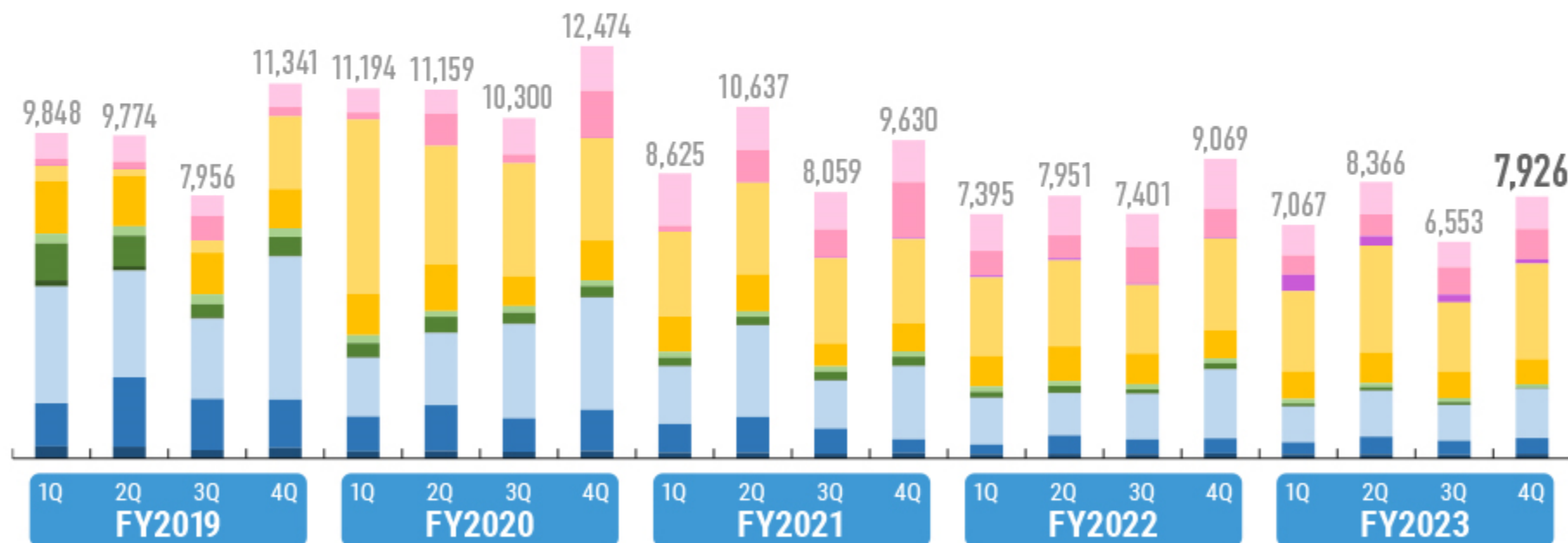
## **02** Entertainment Business

02

Sales : ¥7.9 billion

(YoY: -12.6%、QoQ: +21.0%)

- 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, Volzerk, Travel Jimano Nyanko (tentative)
- 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.

## “Shironeko Project”

Held 9th anniversary event ! First fan meeting held as part of the anniversary project.



9th Anniversary Event “LINK NEW WORLD’S” (7/14~)



9th Anniversary Fan Meeting (7/8)

**Added “Airis&Hero” tag-team characters at the 9th anniversary event.**

**Fan meeting was a great success with many users in attendance.**

## “DRAGON QUEST WALK”

Leveraging our expertise as the leading “Location-based game\*” company, we made the anniversary event a success.



4th Anniversary Event (9/12~)



“DRAGON QUEST IX” (9/12~)

Held a collaborative event with “DRAGON QUEST IX” to coincide with the 4th anniversary.

New content “Treasure Map” was added, taking advantage of our expertise in “Location-based game”.

\* “Location-based game” is a registered trademark of COLOPL, Inc.

Collaboration projects with popular content were implemented, and efforts were made to enhance the user experience.



Alice Gear Aegis

Art by 加藤拓式 © Crypton Future Media, INC. www.piapro.net piapro  
© Pyramid, Inc. / COLOPL, Inc.



Quiz RPG:The World of Mystic Wiz

©COLOPL, Inc ©RED° TOKYO TOWER

The event was held in collaboration with “HATSUNE MIKU”.

The popular series “FairyChord ReReChord2” and “RED° TOKYO TOWER” held a collaborative event.



Released on September 5, 2023 as the second installment in the “Meow Meow Star Acres” series.

Aiming to create an IP that will be loved for a long time by a wide range of generations, including young people.



## “WEBmetaverse”

Continue to focus on sales targeting B-to-B.



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



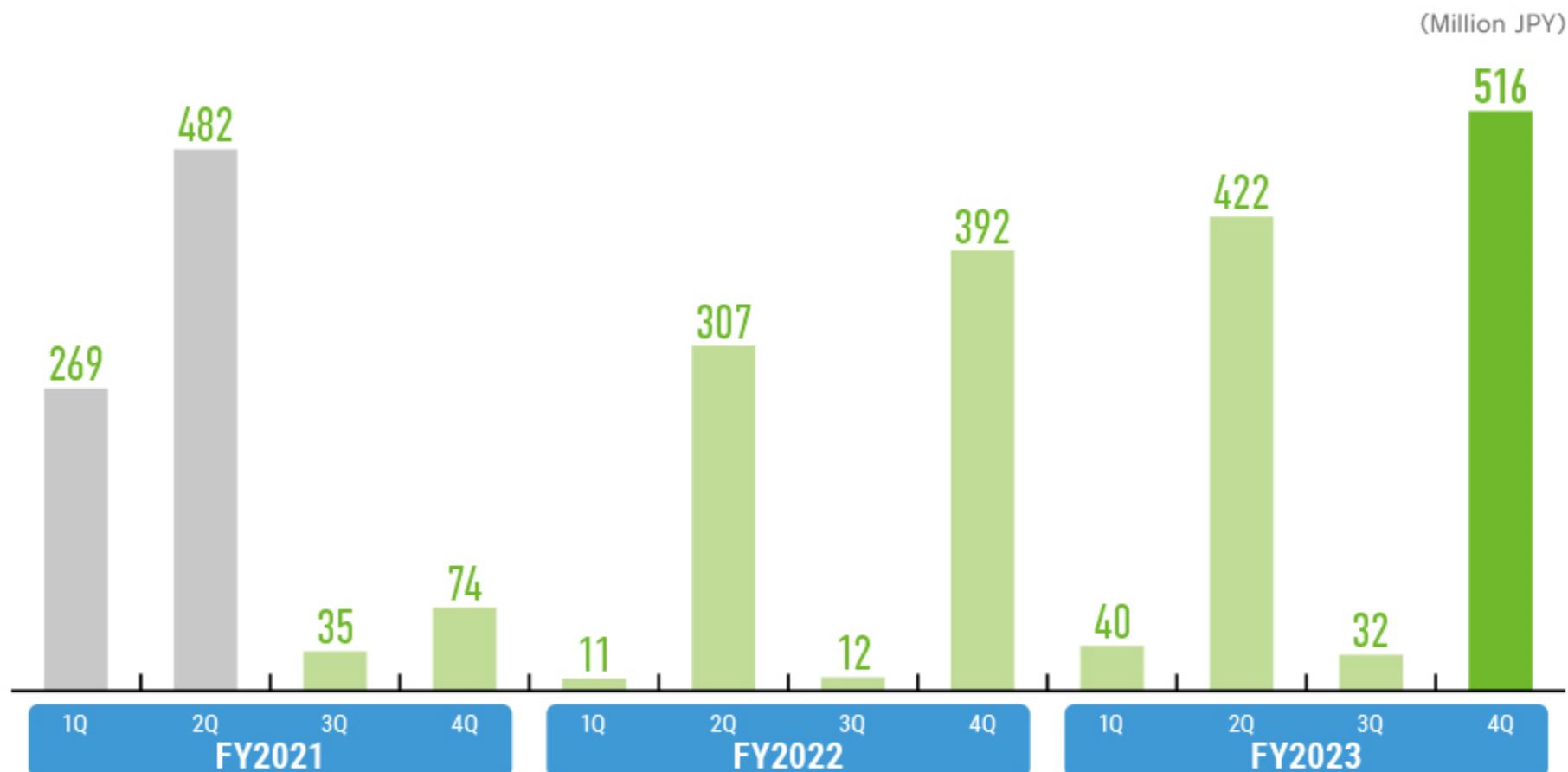
Provided metaverse space to  
J. Front Retailing Group

Multiple sales channels were established and the number of orders received was on the rise.

Metaverse production and system development for J. Front Retailing Group's project.

## **03** Investment and Development Business

**Sales: ¥0.5 billion**  
 (YoY: +31.6%, QoQ: +1,503.8%)

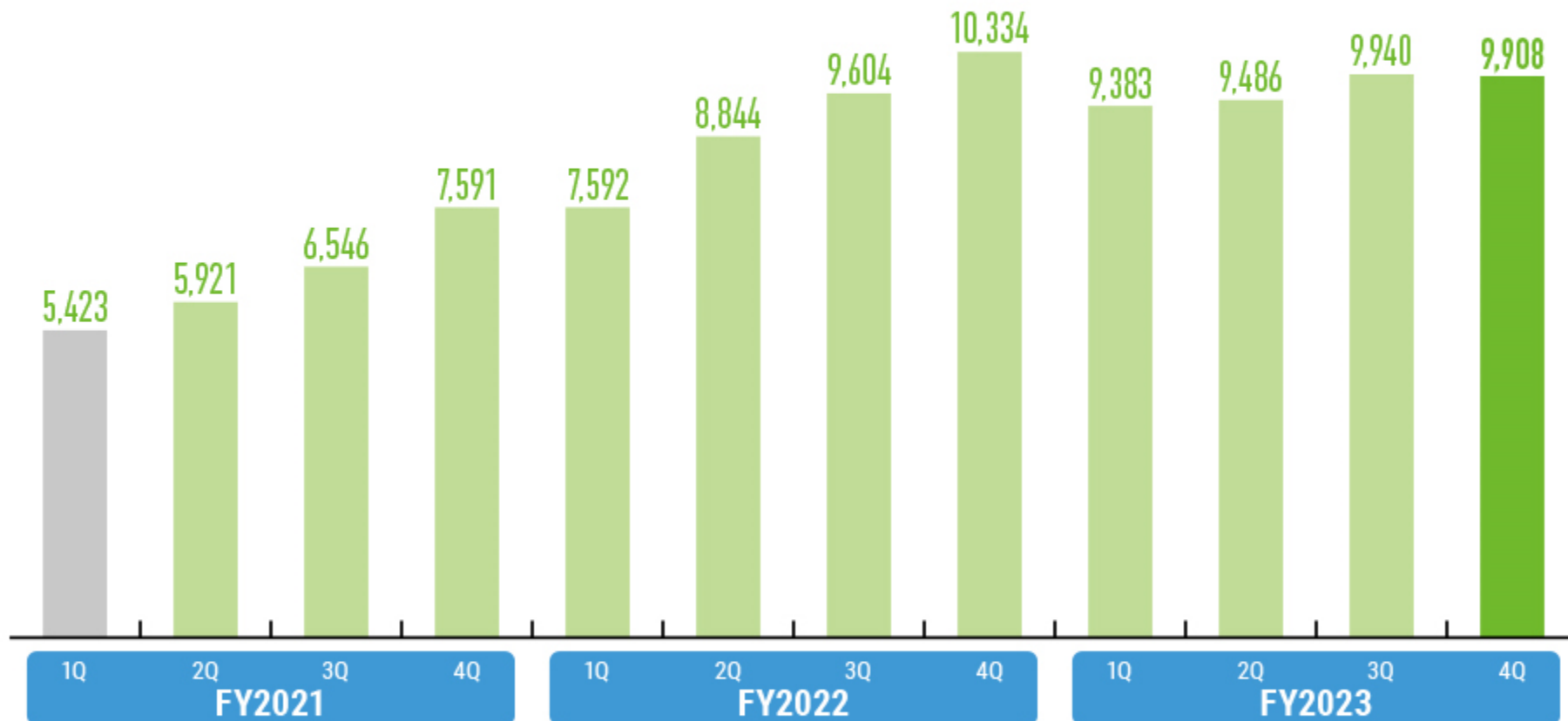


\*The Company has recognized the Investment and Development Business as a segment since the middle of the 2Q FY2021. The quarterly results shows the figure when the investment is regarded as intra-operating transactions from the beginning of the 1Q FY2021.

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

## The balance of operating investment securities remained unchanged.

(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 Stocks Fund (targeting listed stocks in Japan) managed by our group company COLOPL NEXT, Inc..

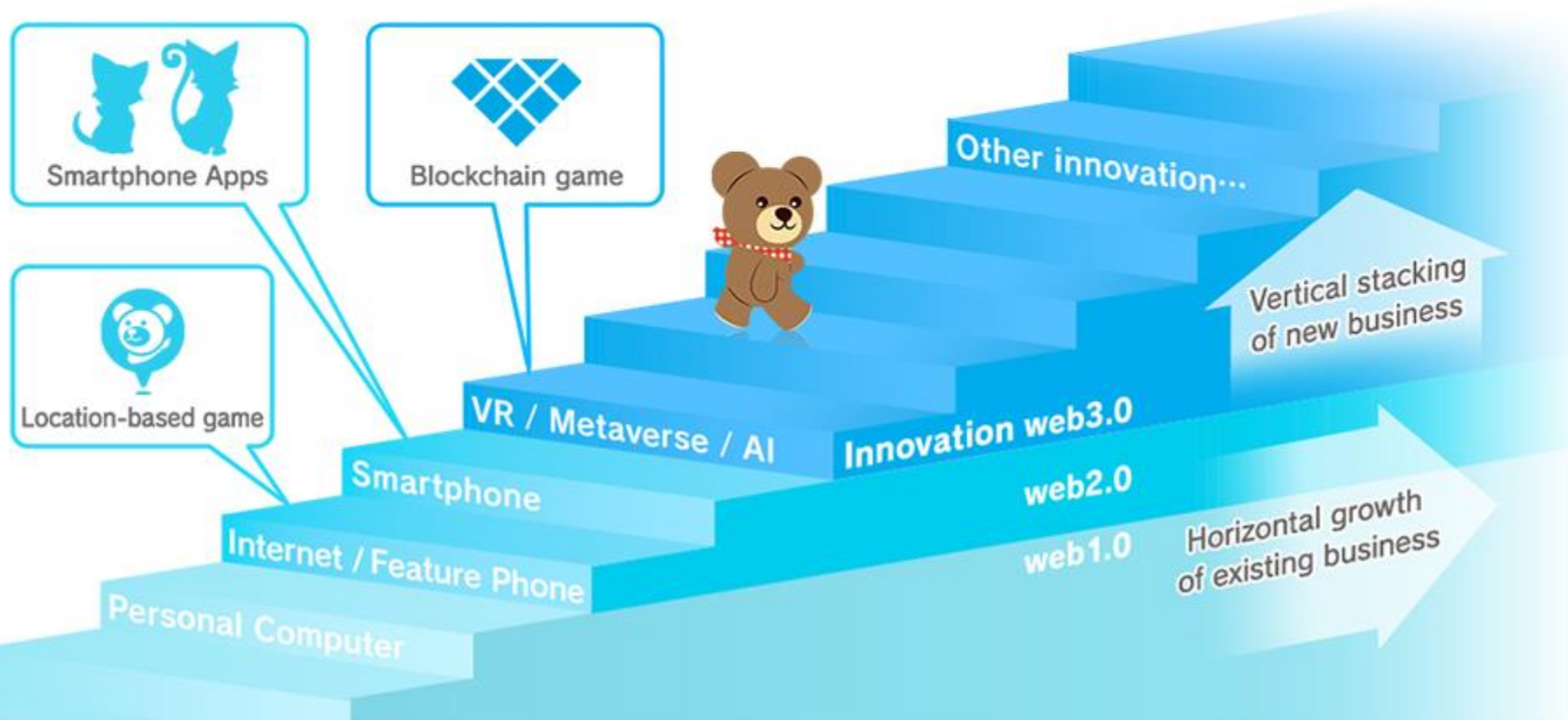


Invested in SODA inc. , which operates the “SNKRDUNK” sneaker and Trading card market app, in 2021.

Sold all shares and became a subsidiary of KREAM Corporation.

## **04** Policy for the future

# With “Entertainment in Real Life” as our mission Growth through innovation as an opportunity



**Strengths**

The latest technology and creative ideas, The ability to create content that will become the “The First” .

**Basic Policy**

Continue to create content that is unique to our group and deliver it to as many people as possible

Creating an organizational structure to generate the latest technology and creative ideas.

Active use of IP and expansion into overseas markets

Reinforce our brand



## Existing field

**Smartphone Games** · Active use of our original IP and other companies' IP.  
· Focusing on further management of "Shironeko Project" on its 10th anniversary.

**Console Games** · Promote multiple development of IP.  
· A year of new excitement for the 15th anniversary of "STEINS;GATE".

## New field

**Blockchain Games** · Aiming to be a sustainable Play to Earn by releasing "Brilliantcrypto".

**AI** · Exploring the use of AI for new game experiences.

**XR/Metaverse** · Strengthen services in the metaverse area with "WEBmetaverse" as the mainstay, and focus on B-to-B.

Smartphone Games  
pipeline

4 titles



Community service  
(beta version) released,  
starting with “Shironeko  
Tennis” sequentially.

“Shironeko Project” will celebrate its 10th anniversary in July 2024.



New measures under consideration for the 10th anniversary milestone.

Unprecedented efforts to increase user engagement.

Console Games  
pipeline

5 titles



©MAGES./Team B-PRO3 ©B-PROJECT

The third anime season of our original IP "B-PROJECT" began airing in October.



Plans to implement various measures for 15th anniversary on October 15, 2024.

A collaboration event is scheduled to be held at Akihabara Radiokaikan at the beginning of the 15th anniversary year.

Steady progress toward release in early spring 2024, closed beta to follow.



Want NFT gemstones



Felt the Game Had Potential



Would Recommend The Game

The game was received from more than 100 countries, and approximately 2,500 people participated in the beta test.

Positive responses from around 80% of survey respondents.

Participated in “TOKEN2049”, world’s largest Web 3.0 summit.



Participated in “TOKEN2049 Singapore”, and developed marketing activities on a global scale.

The recognition of the company in the overseas Web 3.0 industry is expanding, partly due to the effect of the partnership with Paris Saint-Germain.

Worked with 7 gaming guilds/DAOs and 23 ambassadors worldwide.

# The closed beta with additional multiplayer and AI features will be conducted in December.





Strengthen services in the metaverse area and continue to focus on B-to-B.



**360 Channel**



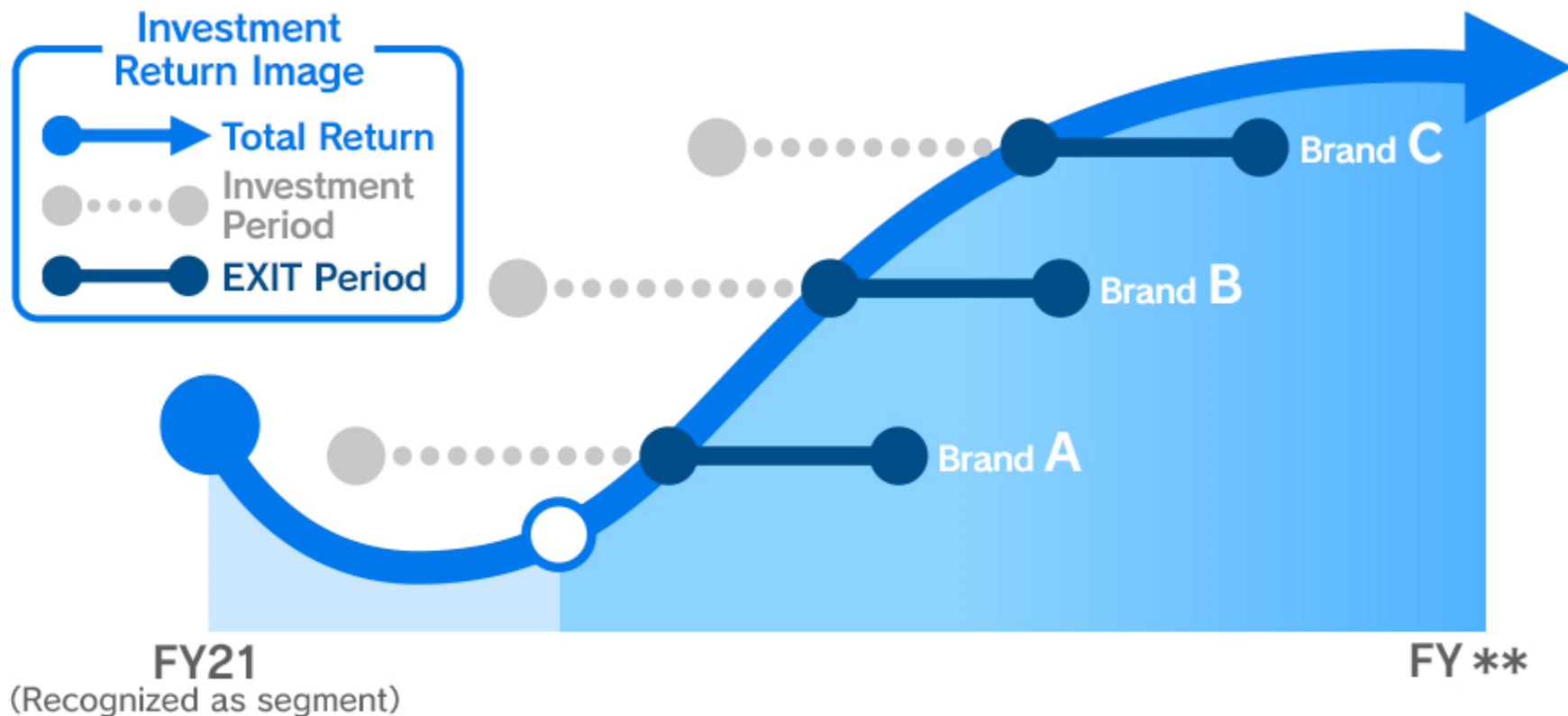
**Pixel Canvas**

Signs a strategic partnership with U.S.-based Pixel Canvas Inc.

Unreal Engine will be available, which is expected to expand the range of services in the metaverse area.

Aiming to win more projects by strengthening overseas alliances.

Broad range of investments in all stages, focusing on domestic and international entertainment and B-to-C companies.



Despite the current impairment losses, We will continue to invest aggressively in the future.

We aim to return to profitability in the future through the sale of shares, including companies that have suffered impairment losses.



colopl next

**Investment  
Expansion**

Further focus on investment in Asia,  
including Korean subsidiary.

Aggressive new investment while monitoring  
market trends.



**supplementary material**



(Million JPY)

	FY2022	FY2023			
	4Q	1Q	2Q	3Q	4Q
<b>Sales</b>	<b>9,461</b>	<b>7,108</b>	<b>8,789</b>	<b>6,585</b>	<b>8,443</b>
Cost	8,099	7,096	6,856	6,550	7,564
<b>Operating profit</b>	<b>1,361</b>	<b>11</b>	<b>1,932</b>	<b>35</b>	<b>878</b>
<i>Operating profit margin</i>	<i>14.4%</i>	<i>0.2%</i>	<i>22.0%</i>	<i>0.5%</i>	<i>10.4%</i>
Non-operating income	379	116	212	234	362
Non-operating expenses	71	570	94	-244	87
<b>Ordinary profit</b>	<b>1,670</b>	<b>-442</b>	<b>2,050</b>	<b>515</b>	<b>1,153</b>
Extraordinary income	-	-	-	-	-
Extraordinary losses	-	-	-	-	-
<b>Profit before income taxes</b>	<b>1,670</b>	<b>-442</b>	<b>2,050</b>	<b>515</b>	<b>1,153</b>
Total income taxes	2,030	-29	704	203	504
<b>Net profit</b>	<b>-359</b>	<b>-413</b>	<b>1,346</b>	<b>311</b>	<b>649</b>
<i>Net profit margin</i>	<i>-3.8%</i>	<i>-5.8%</i>	<i>15.3%</i>	<i>4.7%</i>	<i>7.7%</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).



(Million JPY)

	FY2022	FY2023			
	4Q	1Q	2Q	3Q	4Q
Current assets	77,917	72,279	74,069	73,862	74,889
Cash and deposits	60,330	56,787	57,543	57,609	57,960
Operational investment securities	10,334	9,383	9,486	9,940	9,908
Non-current assets	5,363	6,175	6,444	6,615	6,805
<b>Total assets</b>	<b>83,280</b>	<b>78,455</b>	<b>80,513</b>	<b>80,478</b>	<b>81,695</b>
Current liabilities	5,694	4,383	4,931	3,927	4,327
Non-current liabilities	1,011	805	899	1,072	1,133
<b>Total liabilities</b>	<b>6,705</b>	<b>5,189</b>	<b>5,830</b>	<b>5,000</b>	<b>5,460</b>
Shareholders' equity	75,299	72,321	73,712	74,024	74,673
<b>Net assets</b>	<b>76,575</b>	<b>73,266</b>	<b>74,683</b>	<b>75,477</b>	<b>76,234</b>

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



(Million JPY)

Cost	FY2022	FY2023			
	4Q	1Q	2Q	3Q	4Q
Sales ratio					
<b>PF &amp; Payments</b>	<b>1,303</b> 13.8%	<b>1,044</b> 14.7%	<b>1,057</b> 12.0%	<b>879</b> 13.4%	<b>967</b> 11.5%
<b>Royalties</b>	<b>217</b> 2.3%	<b>171</b> 2.4%	<b>131</b> 1.5%	<b>177</b> 2.7%	<b>139</b> 1.7%
<b>Employment</b>	<b>2,455</b> 26.0%	<b>2,372</b> 33.4%	<b>2,310</b> 26.3%	<b>2,349</b> 35.7%	<b>2,322</b> 27.5%
<b>Office</b>	<b>334</b> 3.5%	<b>294</b> 4.1%	<b>288</b> 3.3%	<b>278</b> 4.2%	<b>281</b> 3.3%
<b>iDC related</b>	<b>402</b> 4.3%	<b>468</b> 6.6%	<b>382</b> 4.4%	<b>392</b> 6.0%	<b>440</b> 5.2%
<b>Advertisement</b>	<b>335</b> 3.5%	<b>876</b> 12.3%	<b>323</b> 3.7%	<b>337</b> 5.1%	<b>502</b> 6.0%
<b>Outsourcing</b>	<b>1,030</b> 10.9%	<b>922</b> 13.0%	<b>1,062</b> 12.1%	<b>993</b> 15.1%	<b>990</b> 11.7%
<b>Others</b>	<b>2,019</b> 21.3%	<b>946</b> 13.3%	<b>1,299</b> 14.8%	<b>1,142</b> 17.3%	<b>1,920</b> 22.7%
<b>Total</b>	<b>8,099</b> 85.6%	<b>7,096</b> 99.8%	<b>6,856</b> 78.0%	<b>6,550</b> 99.5%	<b>7,564</b> 89.6%

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



## Entertainment Business

(Million JPY)

	FY2022	FY2023			
	4Q	1Q	2Q	3Q	4Q
<b>Sales</b>	<b>9,069</b>	<b>7,067</b>	<b>8,366</b>	<b>6,553</b>	<b>7,926</b>
<b>Cost</b>	7,277	6,834	6,449	6,384	6,835
<b>Operating profit</b>	<b>1,791</b>	<b>233</b>	<b>1,917</b>	<b>168</b>	<b>1,090</b>
<i>Operating profit margin</i>	<i>19.8%</i>	<i>3.3%</i>	<i>22.9%</i>	<i>2.6%</i>	<i>13.8%</i>

## Investment&Development Business

(Million JPY)

	FY2022	FY2023			
	4Q	1Q	2Q	3Q	4Q
<b>Sales</b>	<b>392</b>	<b>40</b>	<b>422</b>	<b>32</b>	<b>516</b>
<b>Cost</b>	822	263	406	166	729
<b>Operating profit</b>	<b>-430</b>	<b>-222</b>	<b>15</b>	<b>-133</b>	<b>-213</b>
<i>Operating profit margin</i>	<i>-109.7%</i>	<i>-548.5%</i>	<i>3.6%</i>	<i>-416.0%</i>	<i>-41.2%</i>

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





(Million JPY)

	FY2022	FY2023			
	4Q	1Q	2Q	3Q	4Q
FY Sep. 2012 Online Titles	156	129	130	116	141
FY Sep. 2013 Online Titles	449	357	528	421	475
FY Sep. 2014 Online Titles	2,086	1,082	1,384	1,075	1,492
FY Sep. 2015 Online Titles	20	17	17	16	15
FY Sep. 2016 Online Titles	168	76	97	77	24
FY Sep. 2017 Online Titles	146	138	124	121	100
FY Sep. 2018 Online Titles	851	836	929	804	759
FY Sep. 2019 Online Titles	2,778	2,426	3,227	2,091	2,887
FY Sep. 2021 Online Titles	20	1	0	-	-
FY Sep. 2022 Online Titles	0	-	-	-	-
FY Sep. 2023 Online Titles	-	493	289	233	131
Console (In-house Operation · Entrusted Development etc)	879	589	656	829	918
Others (Overseas · Our IP Operation and Merchandise · XR etc)	1,512	919	979	767	978
<b>Total (Entertainment Business)</b>	<b>9,069</b>	<b>7,067</b>	<b>8,366</b>	<b>6,553</b>	<b>7,926</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
- FY2018 : Disney TSUMTSUM LAND, Alice Gear Aegis
- FY2019 : DRAGON QUEST WALK
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- FY2023 : NEKO GOLF, Volzerk , Travel Jimano Nyanko (tentative)

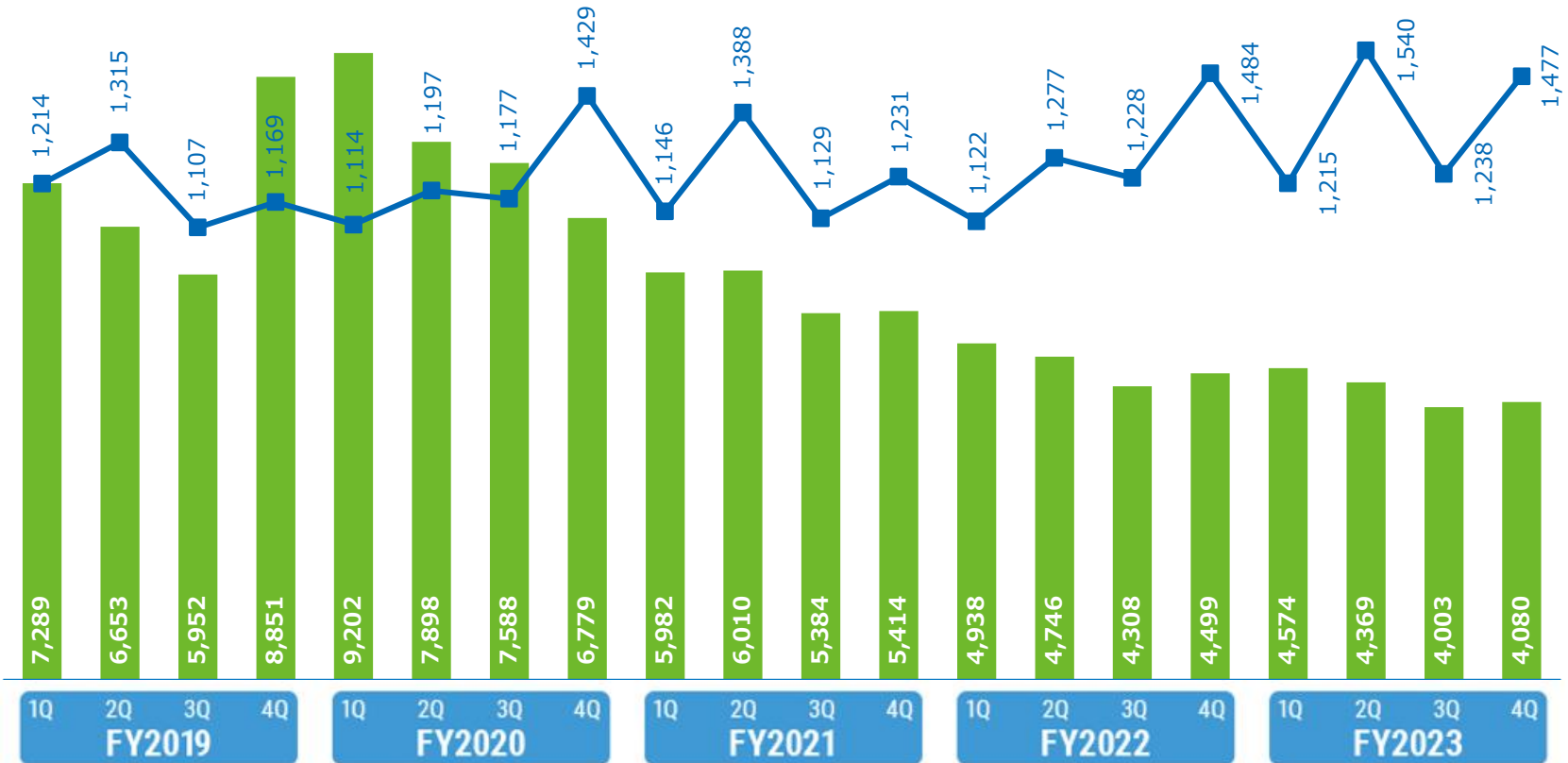
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■ QAU ■ ARPU

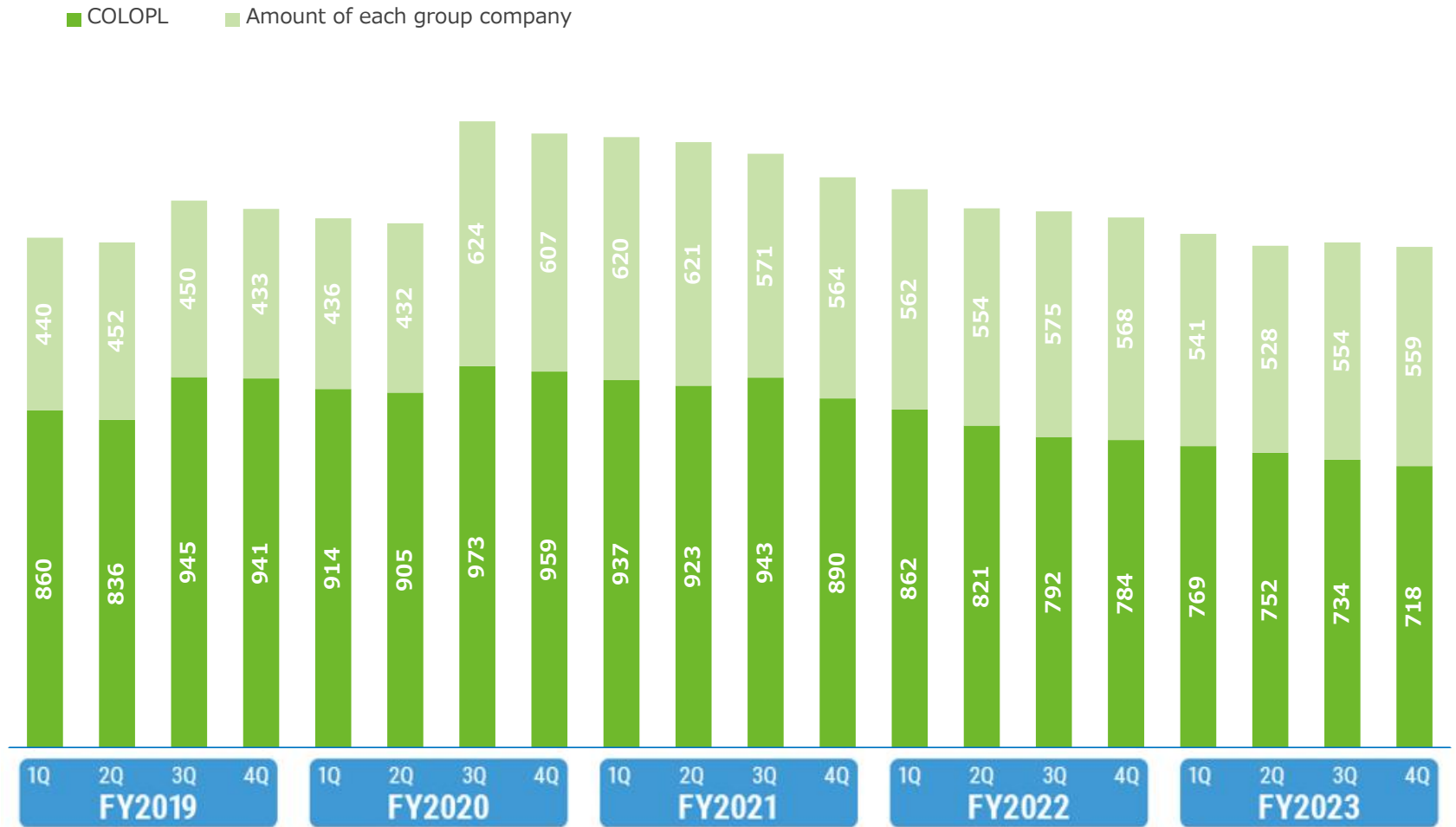
(QAU thousand)  
(ARPU JPY)



\*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.

\*Titles since FY2012 are counted.



\*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).

\*The number of employees of group companies in 3Q FY2023 has been retroactively adjusted.

# “Entertainment in Real Life”

Making everyday more enjoyable and wonderful through entertainment

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

