

Third Quarter of the Fiscal Year Ending February 2024
(March 1, 2023 – November 30, 2023)

Financial Results Presentation



©2024 "Haikyuu!!" Production Committee ©Haruichi Furudate/Shueisha

Monday, January 15, 2024



Entertainment for YOU
— 世界中のお客様に 感動を —

Overview of Operating Results for Q3 FY2/24

	FY2/23 (Mar. - Nov. 2022)	FY2/24 (Mar. - Nov. 2023)	YoY	Percentage changes
Operating revenue	¥179,738 million	¥203,100 million	¥23,361 million	13.0% ↗
Operating profit	¥35,867 million	¥41,610 million	¥5,743 million	16.0% ↗
Ordinary profit	¥40,913 million	¥44,182 million	¥3,269 million	8.0% ↗
Profit attributable to owners of parent	¥27,138 million	¥28,402 million	¥1,263 million	4.7% ↗

Overview of Operating Results for Q3 FY2/24

[TOHO VISION 2032 - Toho Group Management Strategy]

In April 2022, we formulated the "TOHO VISION 2032 - Toho Group Management Strategy" in preparation for our 100th-anniversary milestone. This strategy is composed of the "Long-Term Vision 2032" and the specific measures for the next three years outlined in the "Medium-Term Management Plan 2025." We remain committed to working towards sustainable growth and enhancing our corporate value in the medium to long term. For more details, please refer to this [link](#) (only available in Japanese).

[Overview of the Q3 Operating Results]

In the Production and Distribution business, both sales and profits increased thanks to "The Boy and the Heron," which continued to be screened from Q2, as well as "GODZILLA MINUS ONE" and "Don't Call it Mystery" and other hit films.

In the Movie Theater Chain business, sales and profits increased thanks to the contribution of hit films centered on the above-mentioned distributed works.

In the Production and Licensing business, sales and profits increased as TOHO animation works such as "JUJUTSU KAISEN," "My Hero Academia", and "SPY x FAMILY" performed well thanks to divergent developments such as video distribution, merchandising rights, and packaging sales.

In the Cinema business as a whole, thanks to the factors mentioned above, we achieved increased sales and profits compared to the same period in the previous year.

In the Theatrical business, sales and profits increased, due to strong sales of "Roald Dahl's Charlie and the Chocolate Factory" at the Imperial Theatre, which drew attention as the first performance in Japan, "The World of Kunze & Levay" at the Theatre Creation, and "Ragtime" at the Nissay Theatre, among other productions.

In the Real Estate segment, the Lease of Land and Buildings business, including the successful operation of new properties such as "TOHO HIBIYA PROMENADE BUILDING," performed well. However, due to an increase in depreciation expenses, etc., leading to a slight decrease in profit despite increased sales.

As a result of the above, for Q3, we achieved increased sales and profits, including operating revenue, operating profit, ordinary profit, and profit attributable to owners of parent.

Operating Results by Segment

	Operating revenue			Operating profit		
	FY2/23 (Mar. - Nov. 2022)	FY2/24 (Mar. - Nov. 2023)	Percentage changes	FY2/23 (Mar. - Nov. 2022)	FY2/24 (Mar. - Nov. 2023)	Percentage changes
(i) Cinema business	115,504	136,262	18.0% ↗	23,019	29,680	28.9% ↗
Production and Distribution	29,154	33,198	13.9% ↗	10,907	11,668	7.0% ↗
Movie Theater Chain	52,767	58,956	11.7% ↗	5,860	9,086	55.1% ↗
Production and Licensing	33,581	44,107	31.3% ↗	6,252	8,925	42.8% ↗
(ii) Theatrical business	13,875	14,508	4.6% ↗	2,233	2,256	1.0% ↗
(iii) Real Estate business	49,482	51,393	3.9% ↗	13,708	13,619	-0.6% ↘
Lease of Land and Buildings	20,937	21,917	4.7% ↗	9,044	8,841	-2.2% ↘
Road	21,083	21,639	2.6% ↗	3,978	3,943	-0.9% ↘
Building Maintenance	7,462	7,837	5.0% ↗	686	834	21.6% ↗
(iv) Other business	876	935	6.8% ?	165	191	16.1% ↗

(Million yen)

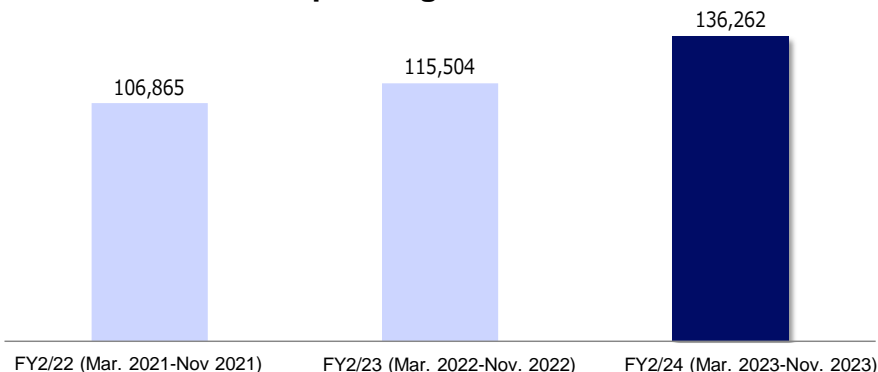
Quarterly Operating Results by Segment

	Operating revenue			Operating profit		
	Q1 (Mar. - May 2023)	Q2 (Jun. - Aug. 2023)	Q3 (Sep. - Nov. 2023)	Q1 (Mar. - May 2023)	Q2 (Jun. - Aug. 2023)	Q3 (Sep. - Nov. 2023)
(i) Cinema business	50,925	43,946	41,390	13,155	9,676	6,849
Production and Distribution	13,859	10,615	8,723	5,798	3,812	2,057
Movie Theater Chain	23,207	21,309	14,439	4,668	3,445	971
Production and Licensing	13,859	12,021	18,226	2,688	2,417	3,819
(ii) Theatrical business	5,385	4,321	4,800	1,212	52	991
(iii) Real Estate business	17,535	16,927	16,930	5,160	4,089	4,369
Lease of Land and Buildings	7,269	7,261	7,386	3,302	2,729	2,809
Road	7,768	6,922	6,948	1,632	1,008	1,301
Building Maintenance	2,498	2,743	2,595	225	351	257
(iv) Other business	305	293	336	51	62	77
Total	74,153	65,489	63,458	18,324	12,428	10,858

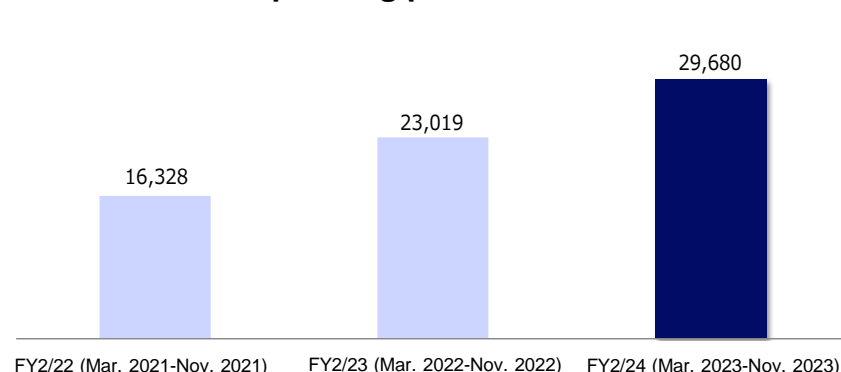
(Million yen)

Operating Results by Segment [Cinema business]

Operating revenue



Operating profit



(Million yen)

Performance Analysis (Factors of Increase/Decrease)

- In the Production and Distribution business, sales of "GODZILLA MINUS ONE" (box office revenue: ¥4.85 billion), which is the Godzilla 70th anniversary commemorative title, "Don't Call it Mystery" (¥4.76 billion), and "THE SILENT SERVICE" (¥1.35 billion) remained high. Although we did not have blockbuster hits on the scale of the previous year's "Suzume," the number of hits with box office revenues of ¥1 billion or more exceeded the previous year. This resulted in growth in both sales and profits for the overall Production and Distribution business.
(box office revenues are as of December 31, 2023)
- In the Movie Theater Chain business, the revised movie ticket price from June 2023 and strong sales of films, mainly those distributed by TOHO as mentioned above, helped the increase in sales and profits.
On November 30, TOHO Cinemas Susukino (with 10 screens) opened in Chuo-ku, Sapporo, Hokkaido.
- In the Production and Licensing business, royalty revenues, including digital distribution rights and licenses for merchandise production of "JUJUTSU KAISEN," "My Hero Academia" and "SPY x FAMILY" and others performed well. In the Home Entertainment business, sales of "Suzume" and the second "JUJUTSU KAISEN" TV series were robust. In the Publishing and Merchandising business, sales of movie booklets and character products of "GODZILLA MINUS ONE" were strong. For the Production and Licensing business as a whole, both sales and profits increased.

Major Works Operated in Q3

Works distributed by Toho Co., Ltd. (over ¥1 billion box office revenue)

Title	Release date	Box office revenue
GODZILLA MINUS ONE	Nov. 3	48.5
Don't Call it Mystery	Sep. 15	47.6
THE SILENT SERVICE	Sep. 29	13.5
Analog	Oct. 6	11.8
KUBI	Nov. 23	10.9
(Reference)		
The Boy and the Heron	Jul. 14	86.9

(The box office revenue is as of the end of December 2023/100 million yen)

Changes in the Production and Distribution Business/ Movie Theater Chain Business in Q3

Changes in box-office revenue of the Production and Distribution business
(Million yen)

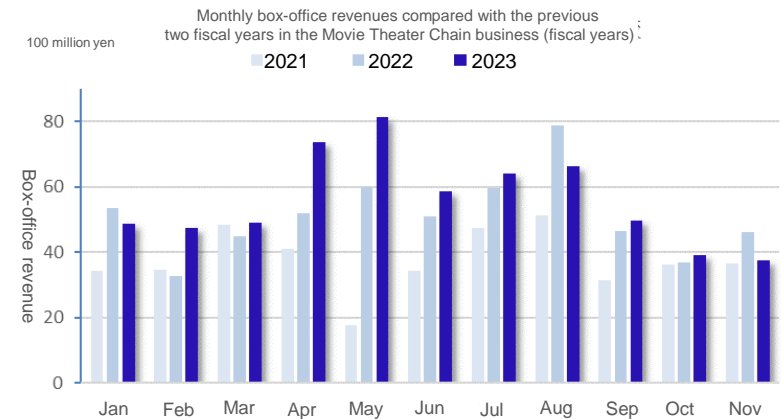
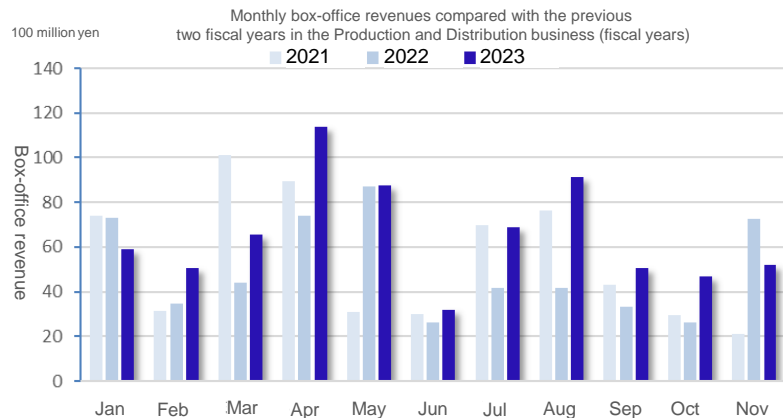
	FY2/23	FY2/24	YoY
Mar	4,404	6,547	148.7%
Apr	7,382	11,388	154.3%
May	8,719	8,767	100.6%
Q1	20,506	26,703	130.2%
Jun	2,616	3,182	121.6%
Jul	4,161	6,867	165.0%
Aug	4,150	9,148	220.4%
Q2	10,928	19,197	175.7%
Sep	3,302	5,070	153.5%
Oct	2,640	4,689	177.6%
Nov	7,239	5,175	71.5%
Q3	13,182	14,935	113.3%

Note: The box-office revenue from works distributed by Distribution Department, Toho Co., Ltd.

Changes in box-office revenue of the Movie Theater Chain business
(Million yen)

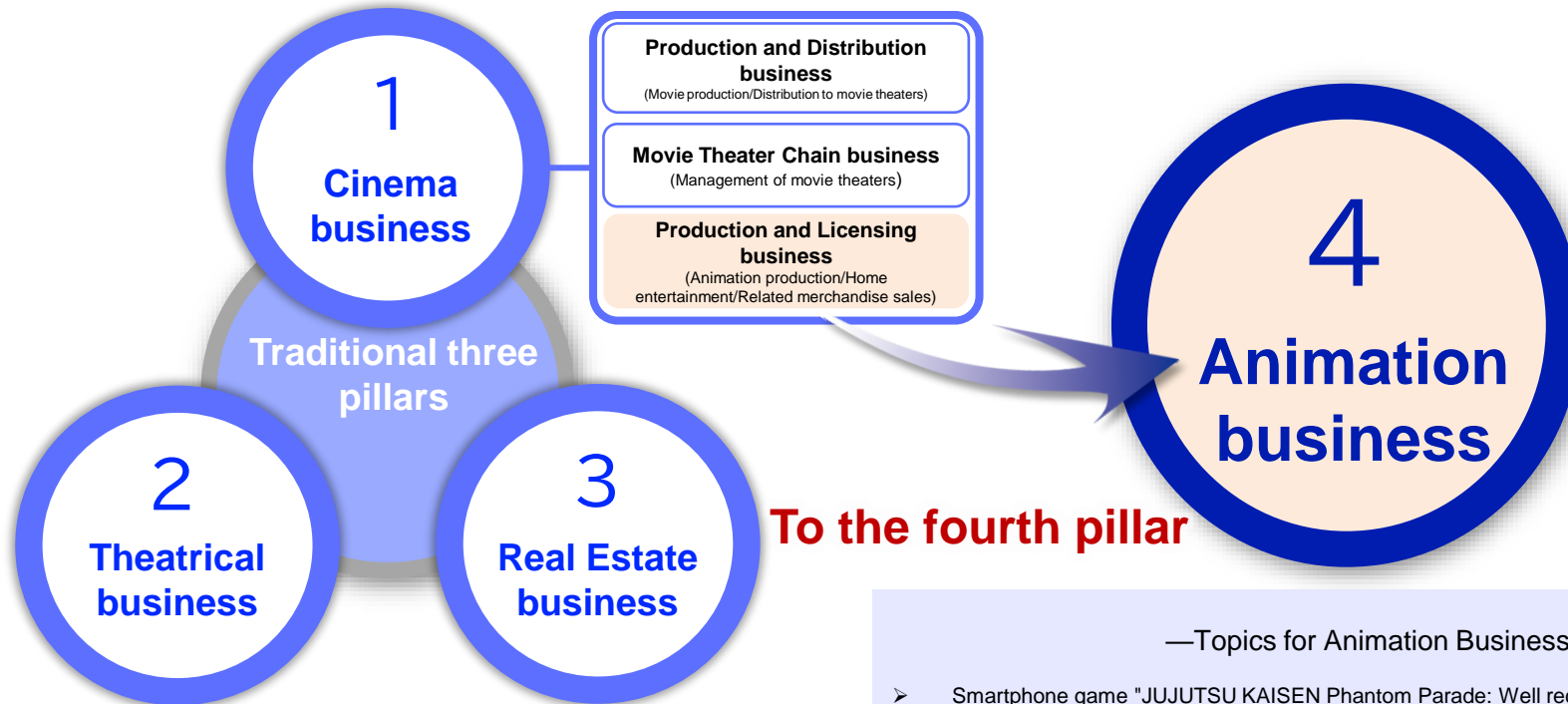
	FY2/23	FY2/24	YoY
Mar	4,494	4,896	108.9%
Apr	5,203	7,374	141.7%
May	6,004	8,133	135.5%
Q1	15,702	20,404	129.9%
Jun	5,092	5,864	115.2%
Jul	5,949	6,395	107.5%
Aug	7,871	6,624	84.2%
Q2	18,914	18,884	99.8%
Sep	4,650	4,952	106.5%
Oct	3,683	3,911	106.2%
Nov	4,630	3,740	80.8%
Q3	12,964	12,604	97.2%

Note: The box-office revenue from works screened by TOHO Cinemas Ltd. and others across Japan (including works distributed by Toho Co., Ltd.)



The Group positions animation as a driver for future growth, and is pursuing divergent, multi-layered and long-term business development by focusing its resources on strengthening the competitiveness of its own brands in order to make the animation business the "Fourth Pillar."

Direction of Business Portfolio—From three business pillars to four



—Topics for Animation Business

- Smartphone game "JUJUTSU KAISEN Phantom Parade": Well received.
- 2nd season of the TV animation "Frieren: Beyond Journey's End": Now broadcasting
- 2nd season of the TV animation "The Apothecary Diaries": Now broadcasting
- Movie work "Haikyu!!: The Dumpster Battle": To be released on February 16, 2024
- 7th season of the TV animation series "My Hero Academia": Scheduled to be broadcast on May 4th
- TV animation series "JUJUTSU KAISEN Culling Game": Production decided
- TV animation series "Dr.STONE SCIENCE FUTURE": Production decided

Q3 FY2/24 Animation Business: Operating Revenue by Sales Source and Sales Composition in Japan and Overseas

◆ The scope of this table covers works under the label of TOHO animation and equivalents.

	FY2/23 Mar. - Nov.	FY2/24 Mar. - Nov.	Amount of change	YoY	Major factors of changes
Distribution	6,103	10,883	4,780	78.3% ↗	<ul style="list-style-type: none"> • (+) "JUJUTSU KAISEN" showed a significant growth. • (+) "SPY x FAMILY" and "My Hero Academia" were favorable.
Character license	4,926	5,908	982	19.9% ↗	<ul style="list-style-type: none"> • (+) "My Hero Academia," "JUJUTSU KAISEN" and "Haikyuu!!" were strong.
Merchandise sales	1,390	1,427	37	2.7% ↗	<ul style="list-style-type: none"> • (+) Character products of "JUJUTSU KAISEN" and "My Hero Academia" showed a growth.
Home entertainment	2,263	1,461	▲ 802	-35.4% ↘	<ul style="list-style-type: none"> • (+) "JUJUTSU KAISEN," "TOUKEN RANBU," "Onimai: I'm Now Your Sister!", and "The Angel Next Door Spoils Me Rotten" were favorable. • (-) "Jujutsu Kaisen: Zero" came out in the previous fiscal year.
Theater release	2,416	2,115	▲ 301	-12.5% ↘	<ul style="list-style-type: none"> • (+) "BLUE GIANT" and "GRIDMAN UNIVERSE" were favorable. • (-) "Jujutsu Kaisen: Zero" came out in the previous fiscal year.
Theatrical play	—	1,054	1,054	— ↗	<ul style="list-style-type: none"> • (+) "SPY x FAMILY" was made into a musical for the first time at the Imperial Theatre. • (+) Its related products were also strong.
Royalty and others	1,111	1,628	517	46.5% ↗	<ul style="list-style-type: none"> • (+) Royalty from "SPY × FAMILY" and "JUJUTSU KAISEN" contributed.
Total	18,211	24,479	6,268	34.4% ↗	

	FY2/23 Mar. - Nov.	FY2/24 Mar. - Nov.	Amount of change	YoY	Composition ratio
Japan	12,956	14,909	1,953	15.1% ↗	60.9%
Overseas	5,255	9,569	4,314	82.1% ↗	39.1%

Note: These materials were prepared on a voluntary basis from the viewpoint of enriching the disclosed information on the animation business and therefore the figures may differ from those in other financial results.

(Million yen)

Theatrical Version of SPY × FAMILY CODE: White



A huge hit, on screen around Japan from Friday, December 22, 2023

As Season 2 of the TV anime ended while receiving a favorable reception, the first theatrical version of "SPY × FAMILY" was released amid rising expectations. After its release, it attracted public attention. In 18 days from the release until Monday, January 8, audience size was over 3.29 million people and box-office revenue exceeded 4.4 billion yen.

The manga artist Tatsuya Endo served as a supervisor and drafted characters for this totally new original anime story. After its release was determined, they realized a variety of tie-ups, including the collaborations with "Street Fighter 6," the latest fighting game of the globally popular Street Fighter titles, and "Mission: Impossible - Dead Reckoning Part One," a smash-hit film starring Tom Cruise. Furthermore, the involvement of the actors Tomoya Nakamura and Kento Kaku as special voice actors caused a stir.

Considering the popularity of the opening theme song of Season 1: "Mixed Nuts," they selected "SOULSOUP" of Official Hige Dandism as the theme song of the theatrical version. On the release date, it was announced that the second theme song is "Why" of Gen Hoshino, indicating the reunion of the artists of Season 1, which caused great repercussions and attracted more attention.

Bucchigiri?!



On air via TV Tokyo and its affiliated stations from 23:00 on every Saturday

Original animation presented by MAPPA and TOHO animation, which made Jujutsu Kaisen into anime.

At a bad high school filled with brawls, the shallow and cowardly transfer student Arajin Tomoshibi encountered his childhood friend Matakara Asamine, who became No. 2 in a delinquent group. In addition, Arajin was possessed by "Majin" Senya, a mysterious entity that mastered martial arts, and was embroiled in a feud among bad boys! Action comedy of youth with battles, laughs, tears, and romance.

Directed by Hiroko Utsumi, who directed "Free!," a popular anime about swimming produced by Kyoto Animation, and "SK8 the Infinity," an original anime, huge hits. Taku Kishimoto ("Haikyuu!!," "Blue Lock," and so on) wrote the screenplay. MAPPA is in charge of animation. Its pop, energetic story is causing great repercussions.

Kaiju No.8



On air via TV Tokyo and its affiliated stations from April 2024 and to be streamed via X (Twitter) around the world on a real-time basis

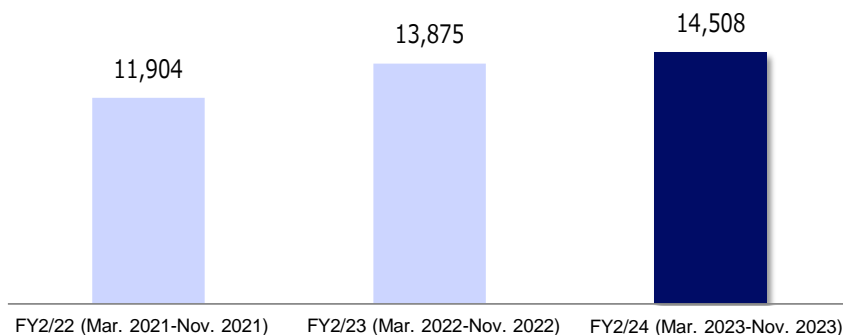
The original piece is the popular comic "Kaiju No. 8" by Naoya Matsumoto, which is serialized in "Shonen Jump +" by Shueisha.

It received a variety of manga awards inside and outside Japan, and the cumulative circulation in Japan exceeds 12 million copies (including digital ones) with only 11 volumes. Before animation, it became a big hit in Europe, the U.S., and other countries. The anticipated animation will be realized by a fantastic collaborative team composed of Production I.G ("Ghost in the Shell" series, etc.) in charge of the Animation Production and Studio khara ("Neon Genesis EVANGELION" series, etc.) in charge of Kaiju Supervision (Design & Artworks).

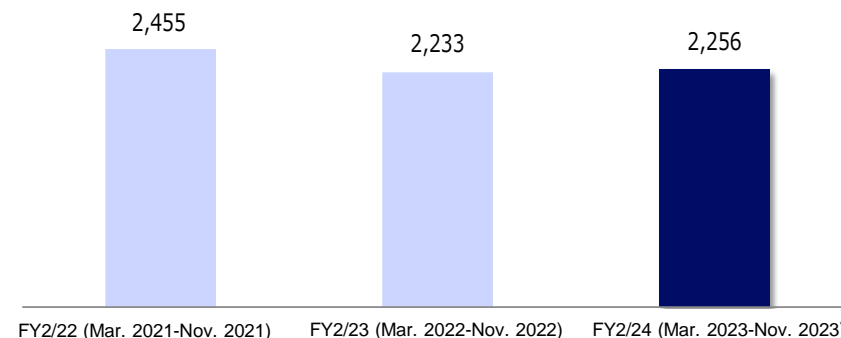
Furthermore, people are talking about this anime before the start of airing, because it will be produced by all-star staff, including Directors Shigeyuki Miya and Tomomi Kamiya, Character Designer & Chief Animation Director Tetsuya Nishio (who designed the characters of "NARUTO"), Kaiju Design by Mahiro Maeda (who designed the image of Godzilla in "Shin Godzilla"), and Music composed by Yuta Bandoh (who composed the music for "Belle").

Operating Results by Segment [Theatrical business]

Operating revenue



Operating profit



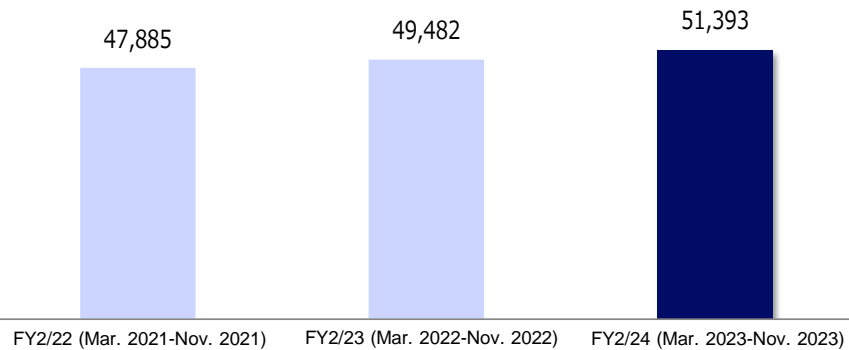
(Million yen)

Performance Analysis (Factors for Increase/Decrease)

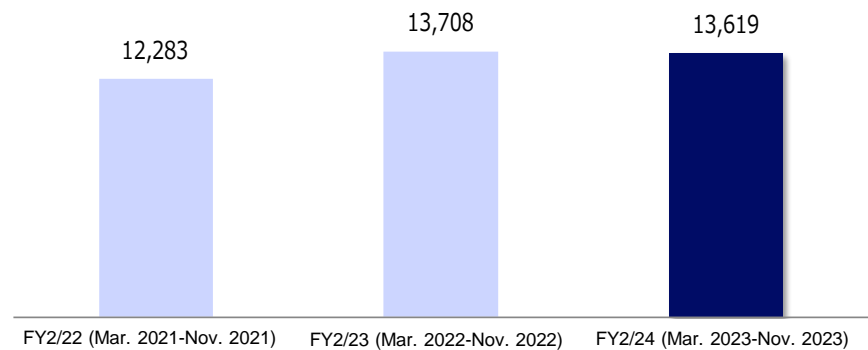
- At the Imperial Theatre, "DREAM BOYS" (September), the Japanese premiere of "Roald Dahl's Charlie and the Chocolate Factory" (October), and the premiere of "Musical Picaresque LUPIN ~The Secret of Countess Cagliostro~" (November) were successful. At the Theatre Creation, "The World of Kunze & Levay" (September) and the premiere of "Nodame Cantabile" (October) were performed. At the Nissay Theatre, "Ragtime" (September) was performed.
- TOHO ENTERTAINMENT CO., LTD. performed well, as it successfully cast actors, such as Masami Nagasawa, Minami Hamabe, Mone Kamishiraishi, and Moka Kamishiraishi, for various TV commercials.
- Overall, the Theatrical business saw an increase in both sales and profits due to strong ticket sales and the absence of canceled performances as occurred in the previous year, despite increased costs associated with new productions.

Operating Results by Segment [Real Estate business]

Operating revenue



Operating profit



(Million yen)

Performance Analysis (Factors for Increase/Decrease)

- In the Lease of Land and Buildings business, the nationwide rental properties owned by us are in solid operation. In addition, new properties, including the TOHO Hibiya Promenade Building completed in February last year, contributed to an increase in revenue, but profits decreased slightly due to an increase in depreciation and other expenses for the Teigeki Building.
- In the Road business, amidst steady public investment, we worked to win new orders and additional orders for existing works through aggressive sales activities for technical proposals, etc. However, while sales increased, profits decreased reflecting the rising labor and equipment costs and other factors.
- In the Building Maintenance business, sales and profits increased at TOHO BUILDING MANAGEMENT Co., Ltd. and TOHO FACILITIES Co., Ltd. due to efforts to secure new orders and reduce costs, as well as the implementation of postponed construction works.

Business and Dividend Forecasts

■ FY2/24 Consolidated Business Forecasts (March 1, 2023 - February 29, 2024)

	Operating revenue	Operating profit	Ordinary profit	Profit attributable to owners of parent	Basic earnings Per share
	Million yen	Million yen	Million yen	Million yen	Yen
FY2/24 (Forecast)	270,000	50,000	54,000	36,000	206.20
(Ref.) FY2/23 Result	244,295	44,880	47,815	33,430	190.37

*The current forecasts remain unchanged.

■ Dividend Forecast

	End-Q1 Yen	End-Q2 Yen	End-Q3 Yen	Year-end Yen	Total Yen
FY2/24 (Forecast)	—	20.00	—	40.00	60.00
(Ref.) FY2/23 Result	—	20.00	—	40.00	60.00

*The current forecasts remain unchanged.

Forward-looking statements are contained in these materials, but please note that actual results may differ significantly from the statements due to changing circumstances and various factors and therefore no guarantees are given. No part of these materials may be reproduced or duplicated in any form or by any means without permission.

Inquiries about these materials
PR/IR Office, General Affairs Dept., TOHO CO., LTD.
Mail:pr_ir@toho.co.jp