FY Sep.2024/4Q Results

2024/11/06 WED

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Please refer to the Japanese version if you find anything unclear. COLOPL, Inc. takes no responsibility for any problems of translation.

INDEX

01 Overview of Results

02 Entertainment Business

03 Investment and Development Business

04 Policy for the future

Supplementary Material

*Views and forecasts contained in this document are based on COLOPL's assessment as of the time this document was created,
and do not in any way guarantee the accuracy of the information.
Please be advised that the actual results or outcome may significantly differ from the views and forecasts expressed herein due to changes in various factors.
*From FY2024 4Q, the results For details, please refer to the timely disclosure "Notice of Partial Correction of Past Fiscal Year Financial Results, etc."
announced on November 6.

Highlights

4Q Results (Jul.-Sep.)

The significant increase in advertising expenses due to the release of new titles has had an impact on our business performance.

【**4Q Results**】Sales:7.6 billion yen(YoY:-7.9%)　Operating Profit:-0.5 billion yen(YoY:-%)

Full Year Results

In addition to the delay in the release of new titles, there was a YoY decrease in sales due to the decline and closure of existing titles.

With the full-scale launch of blockchain games, costs were incurred in advance.

The sale of shares in our investment company, Timee, Inc., resulted in a profit for the first time since the business was launched.

【**Total**】Sales:25.9 billion yen(YoY:-15.7%)　Operating Profit:-1.2 billion yen(YoY:-%)
【**Entertainment Business**】Sales:24.4 billion yen(YoY:-18.2%)　Operating Profit:-1.3 billion yen(YoY:-%)
【**Investment and Development Business**】Sales:1.5 billion yen(YoY:+68.3%) Operating Profit:0.09 billion yen(YoY:-%)

TOPICs

The BRIL token listed on the global crypto exchange "Bit2Me" and can be used in 66 countries.

Mid-term management policy formulated. Transition to new management structure announced for future growth.

Dividend is planned to be 20 yen per share.

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Entertainment in Real Life

01 Overview of Results

01 Overview of Results Revenue Transition

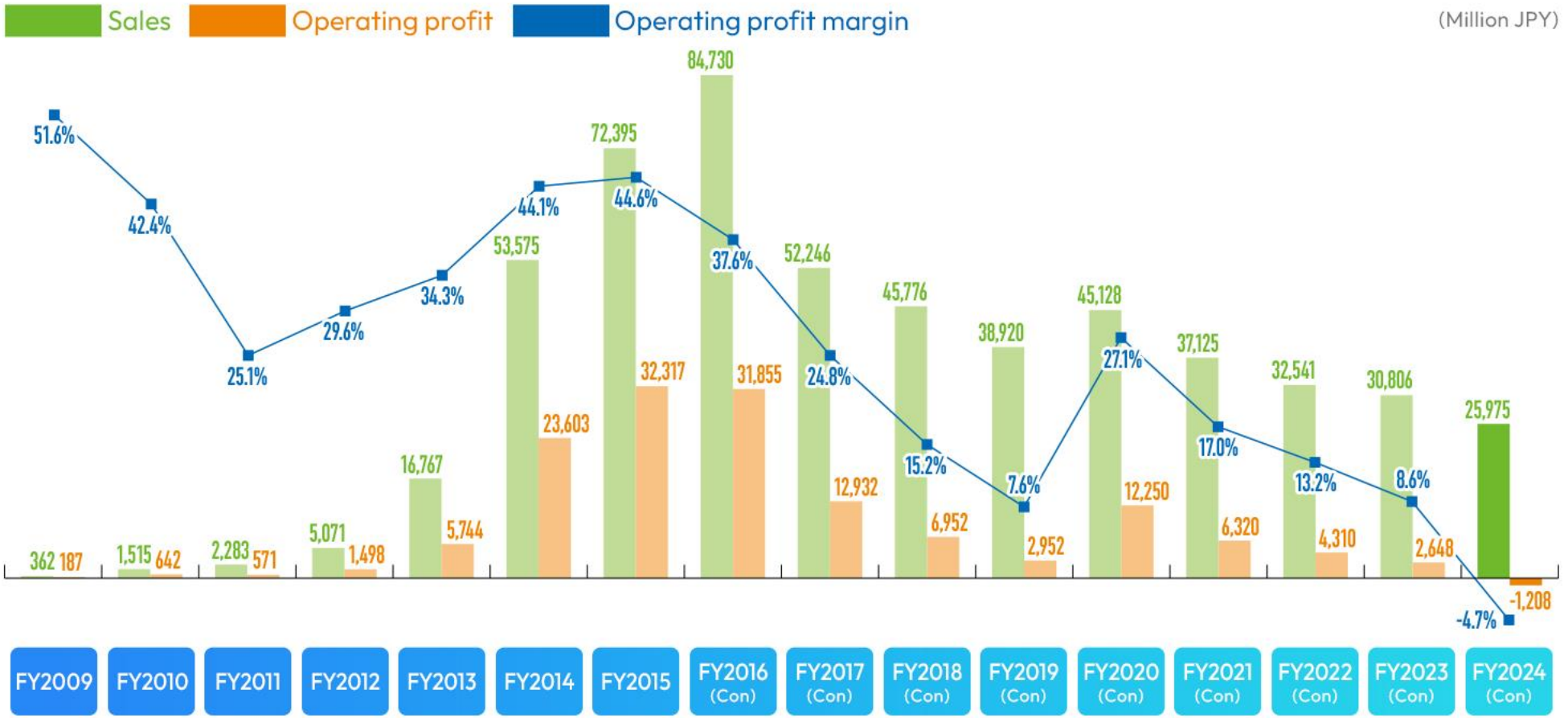
Sales:7.6 billion yen (YoY:-7.9%) **Operating Profit:-0.5 billion yen** (YoY:-%)



*There are some differences in calculation due to rounding down of less than one million yen and rounding off.
*Sales of "DRAGON QUEST WALK" is recorded on a net basis (revenue sharing).

01 Overview of Results Revenue Transition(YoY)

Sales:25.9 billion yen (YoY:-15.7%) **Operating Profit:-1.2 billion yen** (YoY:-%)



*There are some differences in calculation due to rounding down of less than one million yen and rounding off.
*Sales of "DRAGON QUEST WALK" is recorded on a net basis (revenue sharing).

Entertainment Business

(Million JPY)

	FY2023 (Oct.2022-Sep.2023)	FY2024 (Oct.2023-Sep.2024)	YoY
Sales	**29,914**	**24,474**	**-18.2%**
Cost	26,594	25,776	-3.1%
Operating profit	**3,320**	**-1,302**	**-**
Operating profit margin	11.1%	-5.3%	-

Investment & Development Business

(Million JPY)

	FY2023 (Oct.2022-Sep.2023)	FY2024 (Oct.2023-Sep.2024)	YoY
Sales	**891**	**1,500**	**+68.3%**
Cost	1,565	1,409	-10.0%
Operating profit	**-674**	**91**	**-**
Operating profit margin	-75.6%	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" is recorded on a net basis (revenue sharing).

01 Overview of Results Profit and Loss Statement

Ordinary profit:-0.9 billion yen (YoY:-%) Net profit:-1.8 billion yen (YoY:-%)

(Million JPY)

	FY2023 (Oct.2022-Sep.2023)	FY2024 (Oct.2023-Sep.2024)	YoY
Sales	**30,806**	**25,975**	**-15.7%**
Cost	28,157	27,183	-3.5%
Operating profit	**2,648**	**-1,208**	**-**
Operating profit margin	8.6%	-4.7%	-
Non-operating income	926	720	-22.2%
Non-operating expenses	508	460	-9.4%
Ordinary profit	**3,066**	**-947**	**-**
Extraordinary income	-	-	-
Extraordinary losses	-	276	-
Profit before income taxes	**3,066**	**-1,224**	**-**
Total income taxes	1,320	642	-51.3%
Net profit	**1,746**	**-1,866**	**-**
Net profit margin	5.7%	-7.2%	-

*There are some differences in calculation due to rounding down of less than one million yen and rounding off.
*Sales of "DRAGON QUEST WALK" is 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 89.4%

(Million JPY)

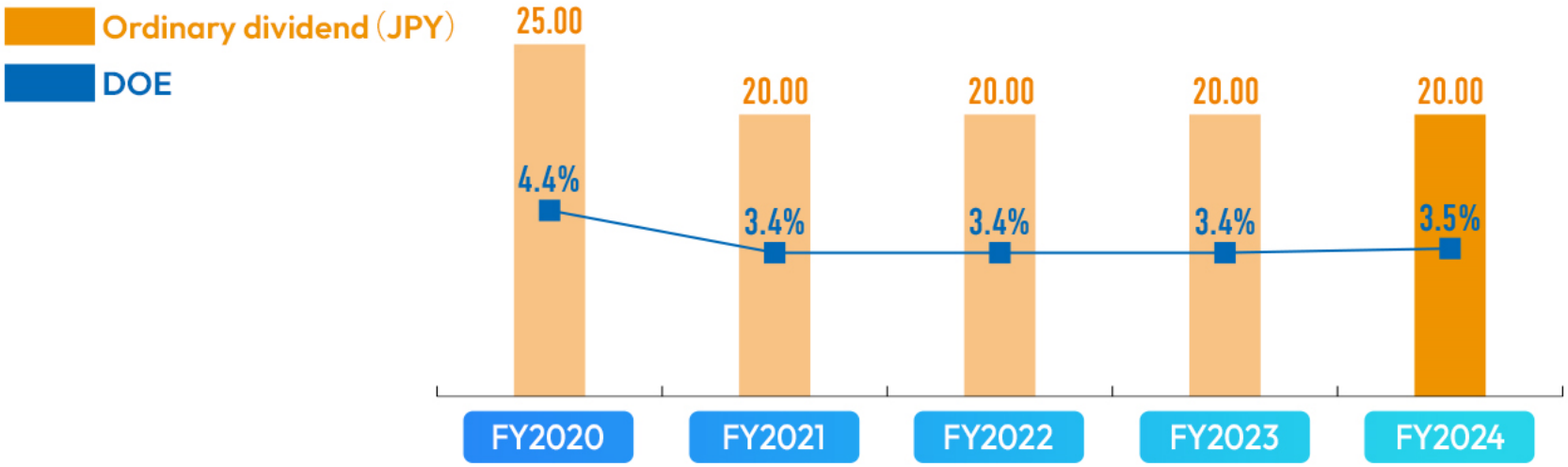
	FY2023 (Sep.2023)	FY2024 (Sep.2024)	Compared to the end of the previous year
Current assets	74.658	67,267	-9.9%
Cash and deposits	57,960	50,250	-13.3%
Operational investment securities	9,750	10,166	+4.3%
Non-current assets	6,805	12,537	+84.2%
Total assets	**81,464**	**79,805**	**-2.0%**
Current liabilities	4,283	6,567	+53.3%
Non-current liabilities	1,121	1,849	+64.9%
Total liabilities	**5,404**	**8,417**	**+55.8%**
Shareholders' equity	74,526	70,128	-5.9%
Net assets	**76,060**	**71,387**	**-6.1%**

*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 yen per share

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

	FY2020	FY2021	FY2022	FY2023	FY2024
Dividend per share (JPY)	25.00	20.00	20.00	20.00	20.00
Total divident (Million JPY)	3,195	2,559	2,564	2,565	2,567
DOE	4.4%	3.4%	3.4%	3.4%	3.5%



*There are some differences in calculation due to rounding down of less than one million yen and rounding off.
* The dividend for FY2024 will be decided at the annual meeting of stockholders which is plans to take in December, 2024 in relation to the plan for the appropriation of surplus.

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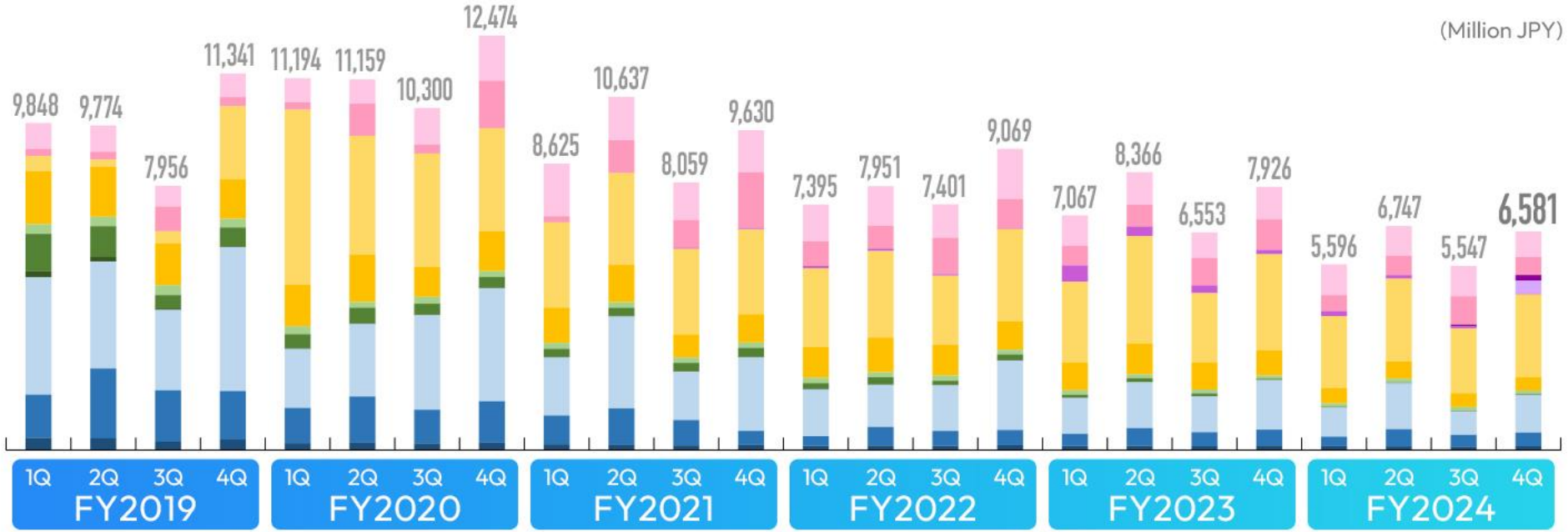
Entertainment in Real Life

02 Entertainment Business

02 Entertainment Business Quarterly Sales Transition

Sales:6.5 billion yen (YoY:-17.0%、QoQ:+18.6%)

- FY2012 : Pro Baseball PRIDE
- FY2013 : Quiz RPG
- FY2014 : Meow Meow Star Acres, Shironeko Project
- FY2015 : Tokyo Casino Project
- FY2016 : Shironeko Tennis
- FY2017 : Pro Baseball VS
- FY2018 : Alice Gear Aegis
- FY2019 : DRAGON QUEST WALK
- FY2021, FY2022
- FY2023 : NEKO GOLF, Travel Jimano Nyanko (tentative)
- FY2024 : FESTIBATTLE
- Blockchain Game (Brilliantcrypto)
- 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" is recorded on a net basis (revenue sharing).
*Please see page 19 for details on blockchain game performance.

FESTIBATTLE

On August 30th, release a new team action game!



The popular characters from
“Shironeko Project” and “Monster Strike”
are appearing one after another.



A collaboration event featuring
popular characters from
“The Battle Cats” was held.

Shironeko Project

Celebrating the 10th anniversary, commemorative events were held both in face-to-face and online



The largest-scale face-to-face event in this title was held at Tokyo Big Sight.



The main story of a new worldview has begun.

DRAGON QUEST WALK

Held 5th Anniversary Event! Multiple new features implemented



By providing game experience aimed at turning everyday life into entertainment, approach new user segments.

Other titles

Held collaboration with our original IP and user-participation event



Alice Gear Aegis

Collaboration with “STEINS;GATE”, which was celebrating its 15th anniversary.



Quiz RPG: The World of Mystic Wiz

Held a popularity vote event by users.

Brilliantcrypto

Handling of the BRIL token have started in 66 countries, including Brazil

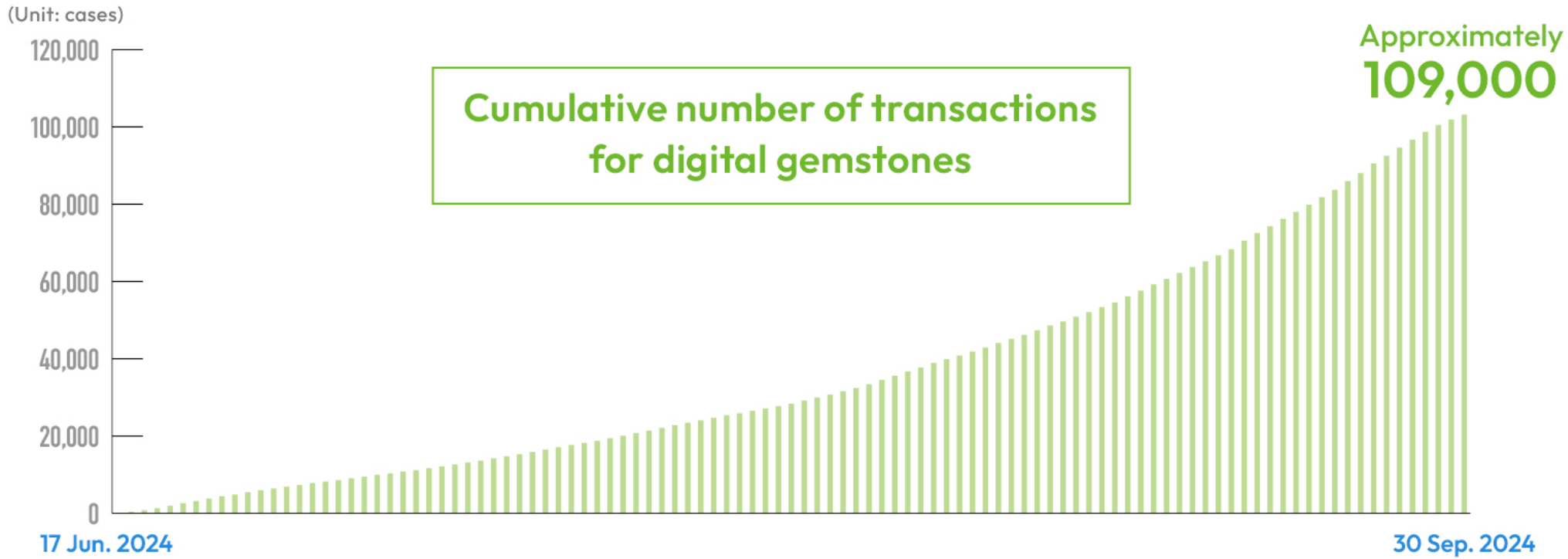


Listed on the global crypto exchange "Bit2Me".



Taking the stage at “NFT Brasil”, one of the largest NFT events in South America.

The comulative number of transactions for digital gemstones has exceeded 100,000



Expansion of the BRIL token listing area and global marketing have led to steady growth in the gemstone trade.

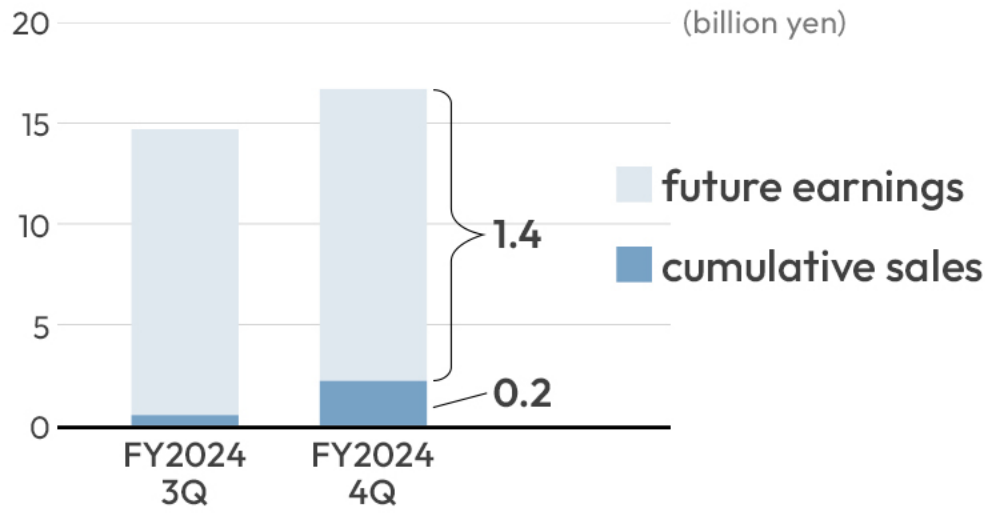
Development and advertising costs were incurred in advance, while the sale of a portion of the BRIL token increased GRV

Brilliantcrypto, Inc. financials

Annual Results

Contract liability (future earnings)	1.4 billion yen
Sales	0.2 billion yen
Cost	2.1 billion yen
Operating profit	-1.8 billion yen

GRV (Gross Revenue Value)*



Aiming to contribute to business performance through increased sales due to an increase in global users and gradual cost efficiency improvements.

*Gross Revenue Value is an indicator of the value created by "Brilliantcrypto" and is the sum of Contract liability (future earnings) and cumulative sales.
*Please see page 49 for details on “Brilliantcrypto” business model.
*There are some differences in calculation due to rounding down of less than one million yen.

WEBmetaverse

Sales fell in the second half due to seasonal factors, but the full-year result was still positive YoY

WEBmetaverse Quarterly Sales Transition









Worked to strengthen alliances aimed at expanding new functions and integrating Web3 technology.

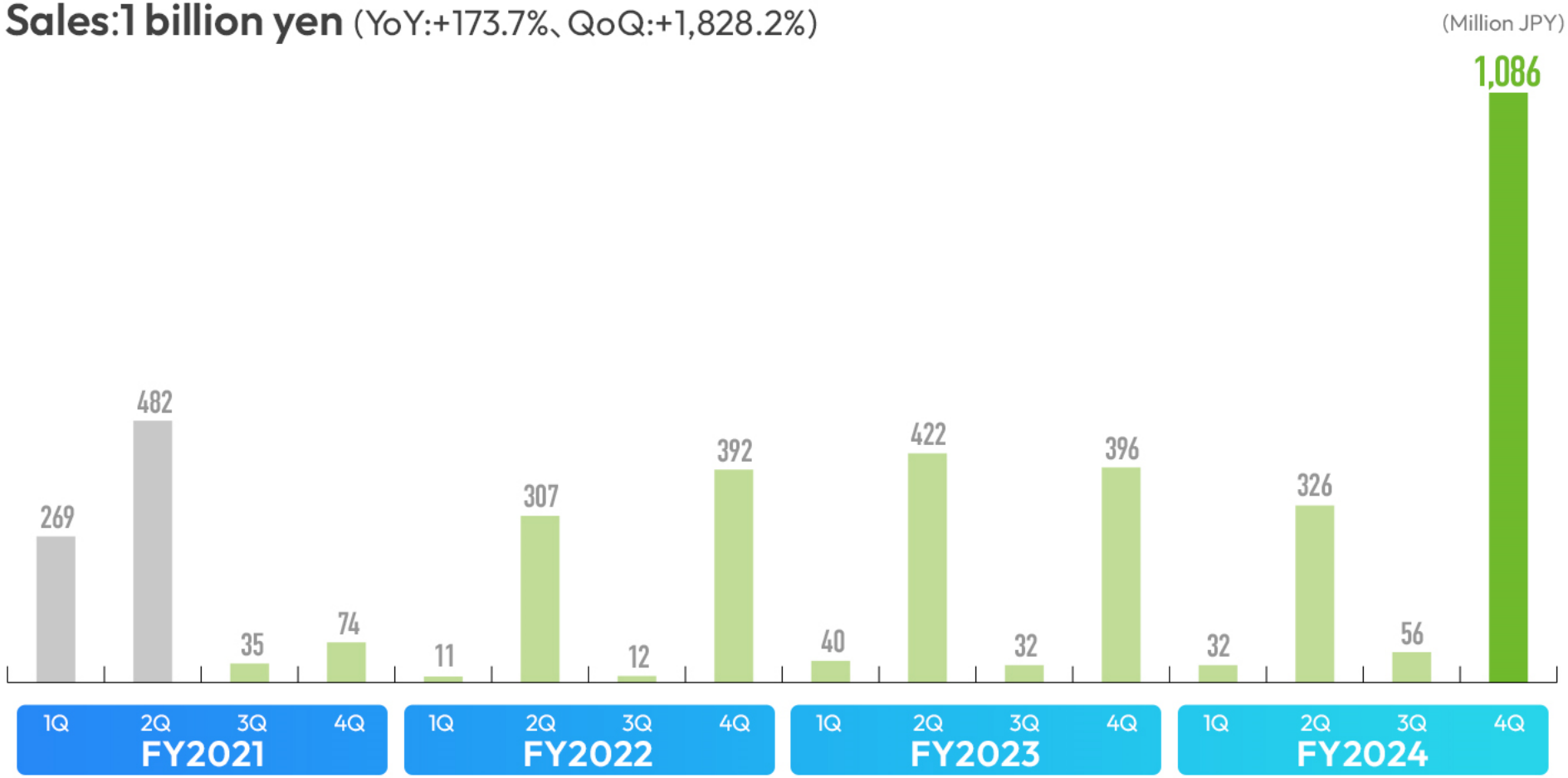
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Entertainment in Real Life

03 Investment and Development Business

03 Investment and Development Business Quarterly Sales Transition

Sales:1 billion yen (YoY:+173.7%、QoQ:+1,828.2%)

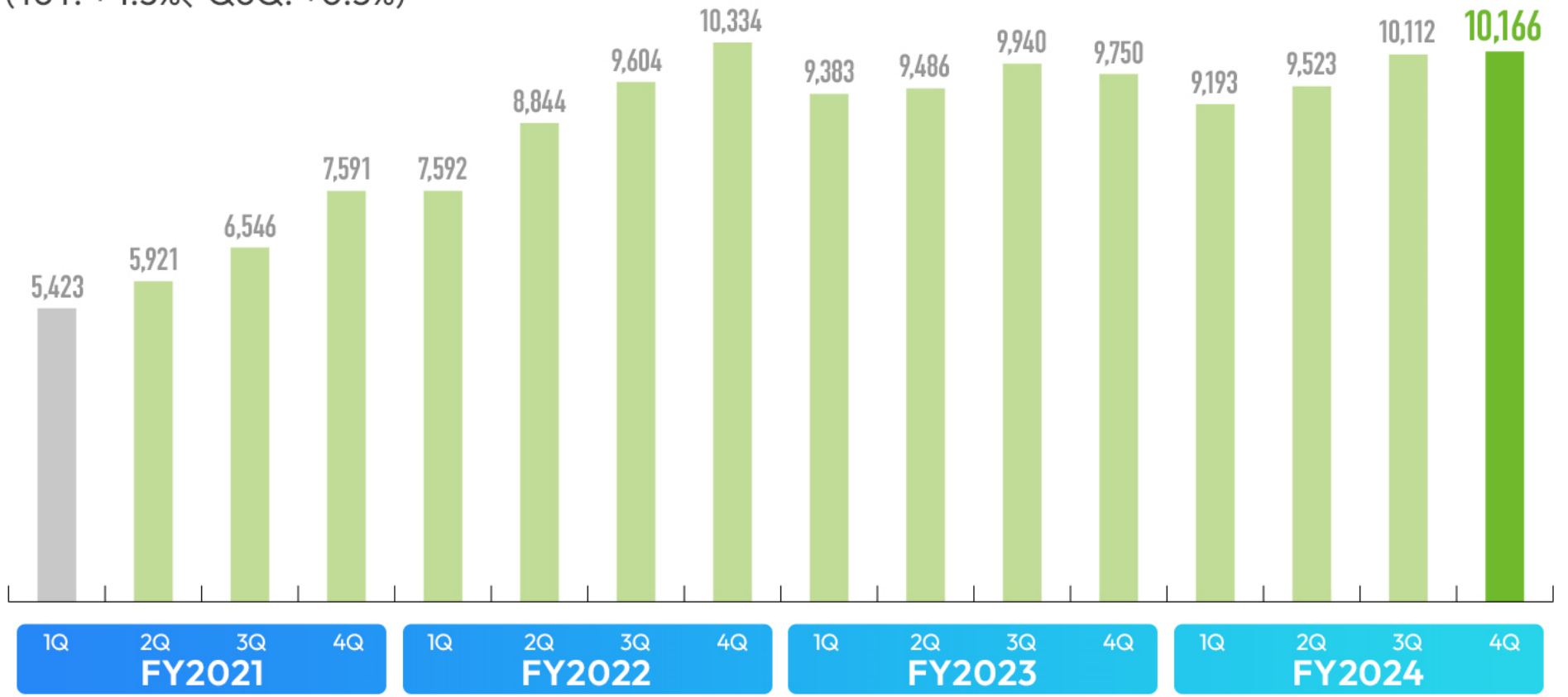


*The Company has recognized the Investment and Development Business as a segment since the middle of the 2Q FY2021. The quarterly results shows the figure when the investment is regarded as intra-operating transactions from the beginning of the 1Q FY2021.
*The figures do not include the performance of 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.

Balance of operational investment securities:10.1 billion yen

(YoY: +4.3%、QoQ: +0.5%)

(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.

Made new investments in domestic companies

TableCheck

Company Name: TableCheck Inc.
Business: Development and provision of cloud-based restaurant management systems and restaurant search and online reservation systems

Forward, inc.
株式会社フォワード

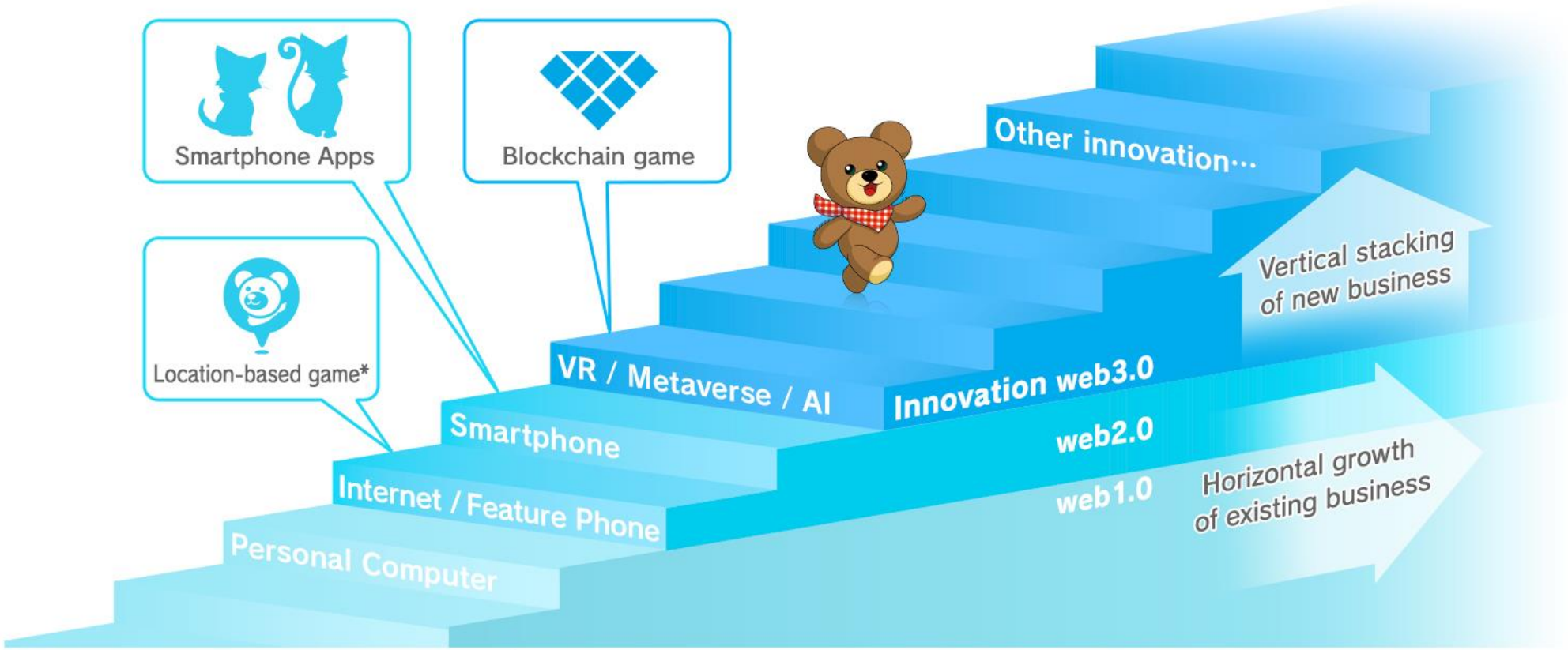
Company Name: Forward, inc.
Business: Development and provision of recruitment support SaaS products that utilize AI

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Entertainment in Real Life

04 Policy for the future

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



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

Formulated mid-term management policy

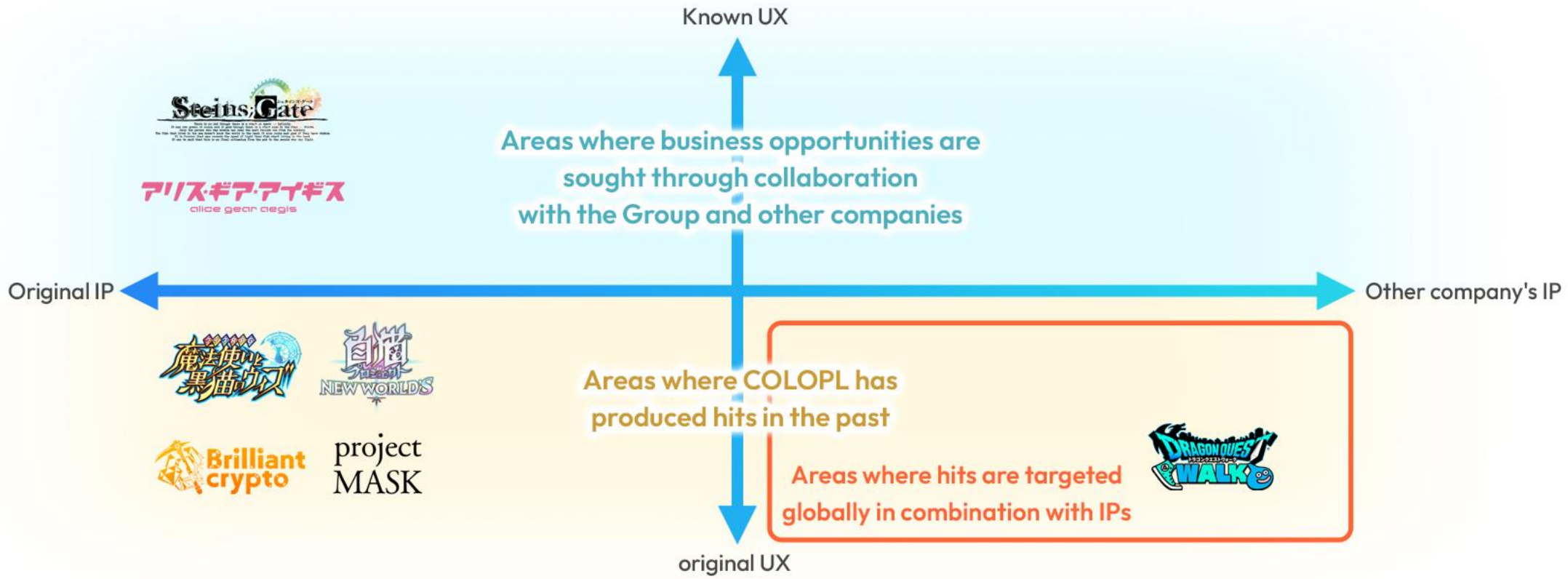


Entertainment in Real Life

Delivering "New Experiences"
with the latest technology and creative ideas

① Proactive expansion into overseas markets
② Utilization of domestic IP
③ Providing new UX (one and only manufacturing)

Organized future game contents strategy around IP and UX



*The above chart was created based on our own standards.
*"Original UX" refers to our original game experience, while "known UX" refers to widely recognized game experiences.

Announced the transition to a new management structure with the aim of improving business promotion capabilities and strengthening corporate governance

【Board of Directors】

Inside Director:4
Outside Director:5 (including 2 women)

Name	New Title
Naruatsu Baba	Board Chairman and Chief Creator
Takashi Miyamoto	President and Representative Director Senior Executive Officer CEO
Yoshiaki Harai	Executive Director Senior Executive Officer CFO
Yu Sakamoto	Executive Director Senior Executive Officer CPO
Koji Yanagisawa	Outside Director (Independent Officer)
Masako Takeda	Outside Director (Independent Officer)
Akira Tozawa	Outside Director Full-time Audit and Supervisory Committee Member (Independent Officer)
Mizuho Abe	Outside Director Audit and Supervisory Committee Member (Independent Officer)
Koichiro Iida	Outside Director Audit and Supervisory Committee Member

【Senior Executive Officers and Executive Officers】

Name	New Title
Kenta Sugai	Senior Executive Officer CIO
Yoichi Ikeda	Senior Executive Officer CDO
Satoshi Yamazaki	Senior Executive Officer CLO
Kazunobu Takita	Senior Executive Officer CSO
Rintaro Mori	Executive Officer General Manager of Corporate Administration Department
Ryoji Tsunoda	Executive Officer Deputy General Manager of Entertainment Division

*The matter will be formally decided at the ordinary general meeting of shareholders scheduled to be held in December 2024 and at the board of directors to be held after the Ordinary General Meeting of Shareholders.
*For details, please refer to the timely disclosure “Notice of Changes to the Management Structure and Partial Amendments to the Articles of Incorporation” announced on November 6.
*CEO：Chief Executive Officer／CFO：Chief Financial Officer/CPO：Chief Product Officer／CIO：Chief Information Officer／CDO：Chief Development Officer／CLO：Chief Legal Officer／CSO：Chief Strategy Officer

Existing field: Active use of IP and expansion of the markets approached

Smartphone Games	• Development of new games that utilize IP to provide new experiences • Acceleration of expansion into target overseas markets by making full use of our unique technological capabilities • Promotion of multi-platform development
Console Games	• Focus on developing adventure games, which is our strength • Release a new game to commemorate the 15th anniversary of “STEINS;GATE” and expand the user base

New field: Challenge new technological fields with the aim of future monetization

Blockchain Games	• ”Brilliantcrypto” is moving on to Phase 2. Strengthening global expansion and maximizing the value of digital gemstones
AI	• Using AI in a healthy way to create new gaming experiences
XR	• Strengthening services and focusing on BtoB • Creating new synergistic businesses by leveraging our existing knowledge

Two new smartphone games are scheduled for release in FY 2025

Smartphone Games pipeline

4 titles

Console Games pipeline

9 titles

*Contracted development projects are not included in console games pipeline.

The development of the new smartphone game by legend creator Kazuma Kaneko is progressing smoothly



Aims to create a new gaming experience like no other.

STEINS;GATE

15th anniversary event held. Information about the new game “STEINS;GATE RE:BOOT” announced



The release of a new title is scheduled for 2025. Aims to cultivate a new user base.

New adventure games using popular IPs will be released sequentially



“The Quintessential Quintuplets Gotopazu Story 2nd”

Released on October 31



“Rent-A-Girlfriend -The horizon line and her in a swimsuit-”

Scheduled for release on November 28

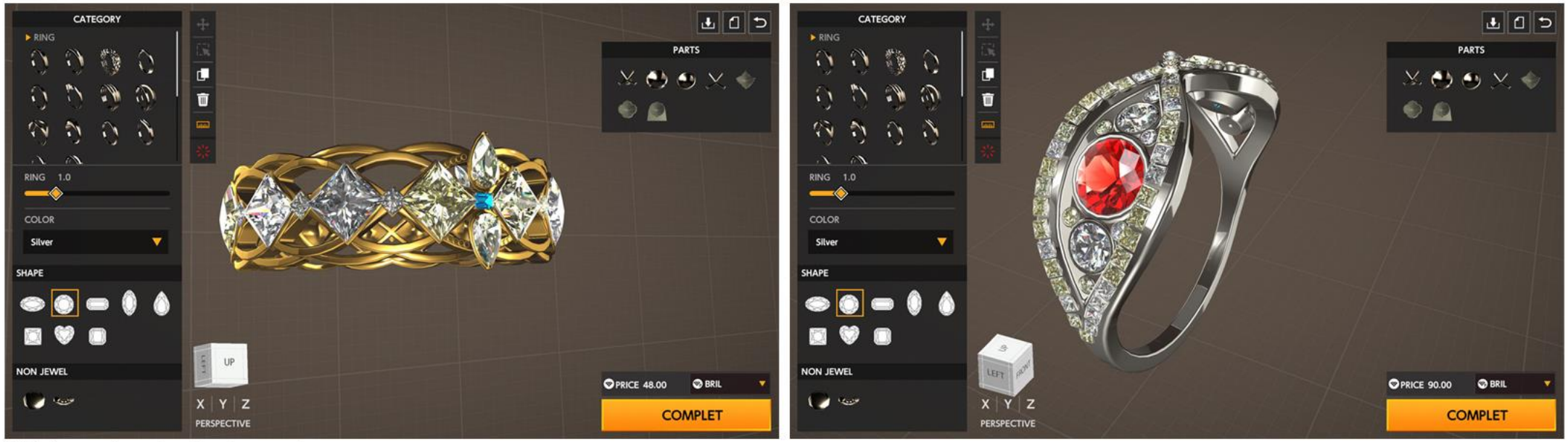
Brilliantcrypto

Distribution began on the Epic Games Store in October



Aiming to expand the number of global users by releasing on major platforms.

Currently developing the “Lapidary Workshop” function listed in Phase 2 of the Roadmap



*This image is under development.

Providing a new user experience that allows you to freely design NFT jewelry.
Enhancing the added value of digital gemstones and further stimulating transactions.

FY2025, the transition to Phase 2 and the strengthening of global expansion

Phase1

·2023 Jul.~Dec.
Closed Beta

·2024 Apr.~Sep.
Coincheck IEO
Pre-release (PC version)
Digital Gemstone Fund Founded & Operation Begins

Scholar Version Releases on Mobile
Brazil Token Listing



Phase2

·2024 Oct.~
Jewelry Workshop Announcement
Vietnam Token Listing

UK Token Listing
iOS Full Version Release

Collaboration with Jewelry Brands and Designers
Release of Jewelry Workshop



Phase3

·202X
Metaverse Phase Be
Bringing NFT gemst
to Metaverse

In the mid- to long-term, Aiming to "Maximize the value of digital gemstone" in order to establish a metaverse economic zone

Phase1
- Creation of digital gemstone value
- Increase game users
- Increase the amount of digital gemstone transaction

Phase2
- Adding value to digital gemstone
- Partnerships with luxury brands

Phase3
- Expanding digital gemstone into metaverse

Maximize the value of digital gemstone



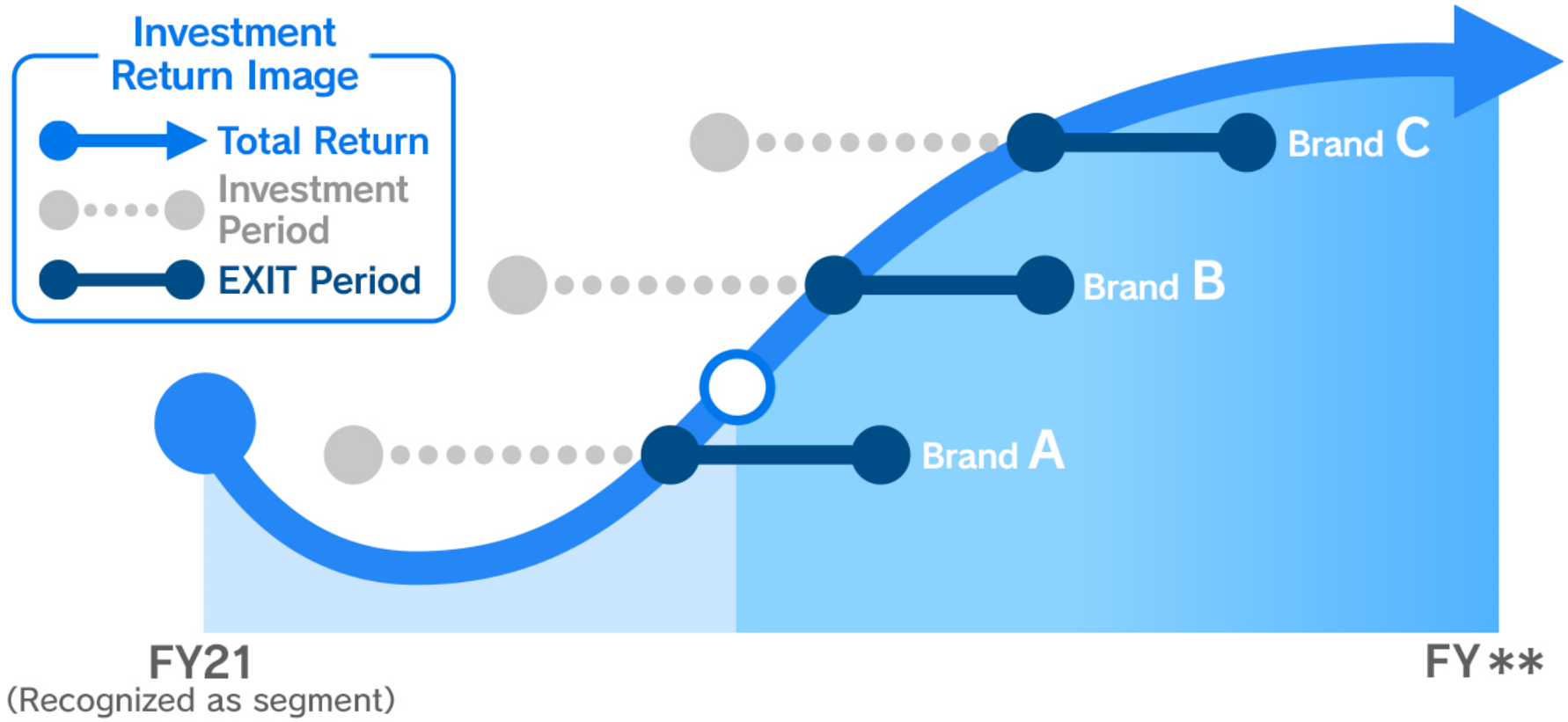
Establishment of a metaverse economic zone





Strengthening services and focusing on BtoB.
Creating new synergistic businesses by leveraging our existing knowledge.

Focusing on entertainment and BtoC companies, making investments in Japan and Asia



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Supplementary Material

Entertainment in Real Life

Supplementary Material Consolidated Quarterly Statements of Income

(Million JPY)

	FY2023	FY2024			
	4Q	1Q	2Q	3Q	4Q
Sales	**8,323**	**5,629**	**7,073**	**5,604**	**7,667**
Cost	7,654	5,953	6,396	6,651	8,180
Operating profit	**668**	**-324**	**677**	**-1,047**	**-512**
Operating profit margin	*8.0%*	*-5.8%*	*9.6%*	*-18.7%*	*-6.7%*
Non-operating income	362	339	205	565	-388
Non-operating expenses	87	385	-294	7	362
Ordinary profit	**943**	**-371**	**1,176**	**-489**	**-1,263**
Extraordinary income	-	-	-	-	-
Extraordinary losses	-	-	29	8	238
Profit before income taxes	**943**	**-371**	**1,147**	**-498**	**-1,501**
Total income taxes	442	83	515	113	-69
Net profit	**501**	**-454**	**632**	**-612**	**-1,431**
Net profit margin	*6.0%*	*-8.1%*	*8.9%*	*-10.9%*	*-18.7%*

*There are some differences in calculation due to rounding down of less than one million yen and rounding off.
*Sales of "DRAGON QUEST WALK" is 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).

Supplementary Material Quarterly Consolidated Balance Sheets

(Million JPY)

	FY2023	FY2024			
	4Q	1Q	2Q	3Q	4Q
Current assets	74,658	70,322	71,841	68,975	67,267
Cash and deposits	57,960	55,792	56,840	52,786	50,250
Operational investment securities	9,750	9,193	9,523	10,112	10,166
Non-current assets	6,805	7,095	9,095	11,869	12,537
Total assets	**81,464**	**77,417**	**80,937**	**80,844**	**79,805**
Current liabilities	4,283	3,827	5,091	5,698	6,567
Non-current liabilities	1,121	949	2,291	2,115	1,849
Total liabilities	**5,404**	**4,776**	**7,382**	**7,813**	**8,417**
Shareholders' equity	74,526	71,490	72,173	71,561	70,128
Net assets	**76,060**	**72,641**	**73,554**	**73,031**	**71,387**

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

Supplementary Material Expense Transition

(Million JPY)

Cost / Sales ratio	FY2023 4Q	FY2024 1Q	FY2024 2Q	FY2024 3Q	FY2024 4Q
PF & Payments	**967** 11.6%	**662** 11.8%	**881** 12.5%	**589** 10.5%	**813** 10.6%
Royalties	**139** 1.7%	**88** 1.6%	**71** 1.0%	**87** 1.6%	**97** 1.3%
Employment	**2,322** 27.9%	**2,304** 40.9%	**2,332** 33.0%	**2,448** 43.7%	**2,368** 30.9%
Office	**281** 3.4%	**279** 5.0%	**274** 3.9%	**270** 4.8%	**271** 3.5%
iDC related	**440** 5.3%	**460** 8.2%	**432** 6.1%	**443** 7.9%	**485** 6.3%
Advertisement	**502** 6.0%	**342** 6.1%	**399** 5.6%	**544** 9.7%	**1,310** 17.1%
Outsourcing	**990** 11.9%	**860** 15.3%	**863** 12.2%	**1,002** 17.9%	**878** 11.5%
Others	**2,011** 24.2%	**955** 17.0%	**1,141** 16.1%	**1,264** 22.6%	**1,954** 25.5%
Total	**7,654** 92.0%	**5,953** 105.8%	**6,396** 90.4%	**6,651** 118.7%	**8,180** 106.7%

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

Entertainment Business

(Million JPY)

	FY2023	FY2024			
	4Q	1Q	2Q	3Q	4Q
Sales	**7,926**	**5,596**	**6,747**	**5,547**	**6,581**
Cost	6,925	5,851	6,013	6,556	7,355
Operating profit	**1,000**	**-254**	**734**	**-1,008**	**-773**
Operating profit margin	*12.6%*	*-4.6%*	*10.9%*	*-18.2%*	*-11.8%*

Investment&Development Business

(Million JPY)

	FY2023	FY2024			
	4Q	1Q	2Q	3Q	4Q
Sales	**396**	**32**	**326**	**56**	**1,086**
Cost	729	102	384	96	825
Operating profit	**-332**	**-70**	**-58**	**-40**	**260**
Operating profit margin	*-83.9%*	*-218.5%*	*-17.9%*	*-71.1%*	*24.0%*

*There are some differences in calculation due to rounding down of less than one million yen and rounding off.
*Sales of "DRAGON QUEST WALK" is recorded on a net basis (revenue sharing).

Supplementary Material Sales Transition by Release Period

(Million JPY)

	FY2023	FY2024			
	4Q	1Q	2Q	3Q	4Q
FY Sep. 2012 Online Titles	141	122	111	103	116
FY Sep. 2013 Online Titles	475	280	517	353	411
FY Sep. 2014 Online Titles	1,492	875	1,382	709	1,127
FY Sep. 2015 Online Titles	15	12	13	11	12
FY Sep. 2016 Online Titles	24	13	10	9	15
FY Sep. 2017 Online Titles	100	102	118	111	107
FY Sep. 2018 Online Titles	759	467	514	415	402
FY Sep. 2019 Online Titles	2,887	2,160	2,492	1,950	2,494
FY Sep. 2021 Online Titles	-	-	-	-	-
FY Sep. 2022 Online Titles	-	-	-	-	-
FY Sep. 2023 Online Titles	131	146	107	65	25
FY Sep. 2024 Online Titles	-	-	-	-	386
BlockchainGame (Brilliantcrypto)	-	-	-	49	173
Console（In-house Operation・Entrusted Development etc)	918	485	582	855	540
Others（Overseas・Our IP Operation and Merchandise・XR etc)	978	928	897	912	768
Total（Entertainment Business)	**7,926**	**5,596**	**6,747**	**5,547**	**6,581**

■FY2012 : Pro Baseball PRIDE ■FY2013 : Quiz RPG ■FY2014 : Meow Meow Star Acres, Shironeko Project
■FY2015 : Tokyo Casino Project ■FY2016 : Shironeko Tennis ■FY2017 : Pro Baseball VS ■FY2018 : Alice Gear Aegis
■FY2019 : DRAGON QUEST WALK ■FY2023 : NEKO GOLF, Travel Jimano Nyanko(tentative) ■FY2024 : FESTIBATTLE

*There are some differences in calculation due to rounding down of less than one million yen.
*Sales of "DRAGON QUEST WALK" is recorded on a net basis (revenue sharing).

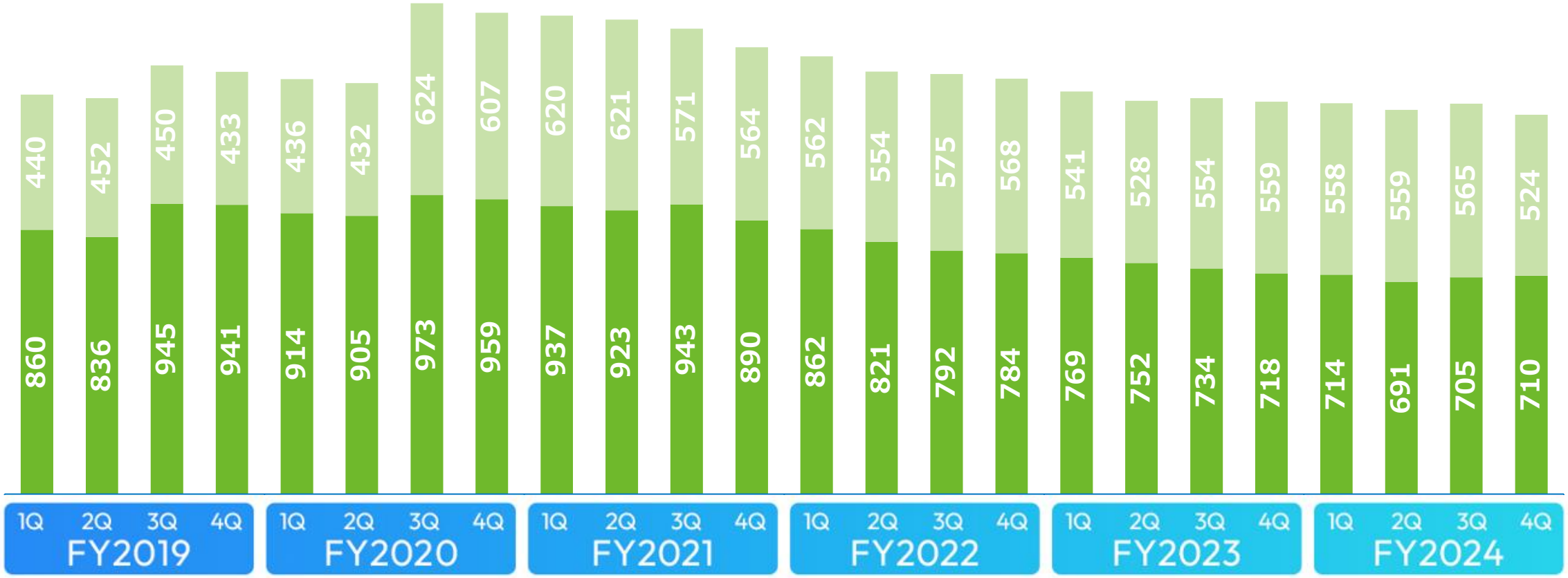
Supplementary Material Domestic Title KPI QAU x ARPU



*There is a slight difference in calculation due to rounding down to the nearest 1 yen.
*Titles since FY2012 are counted.

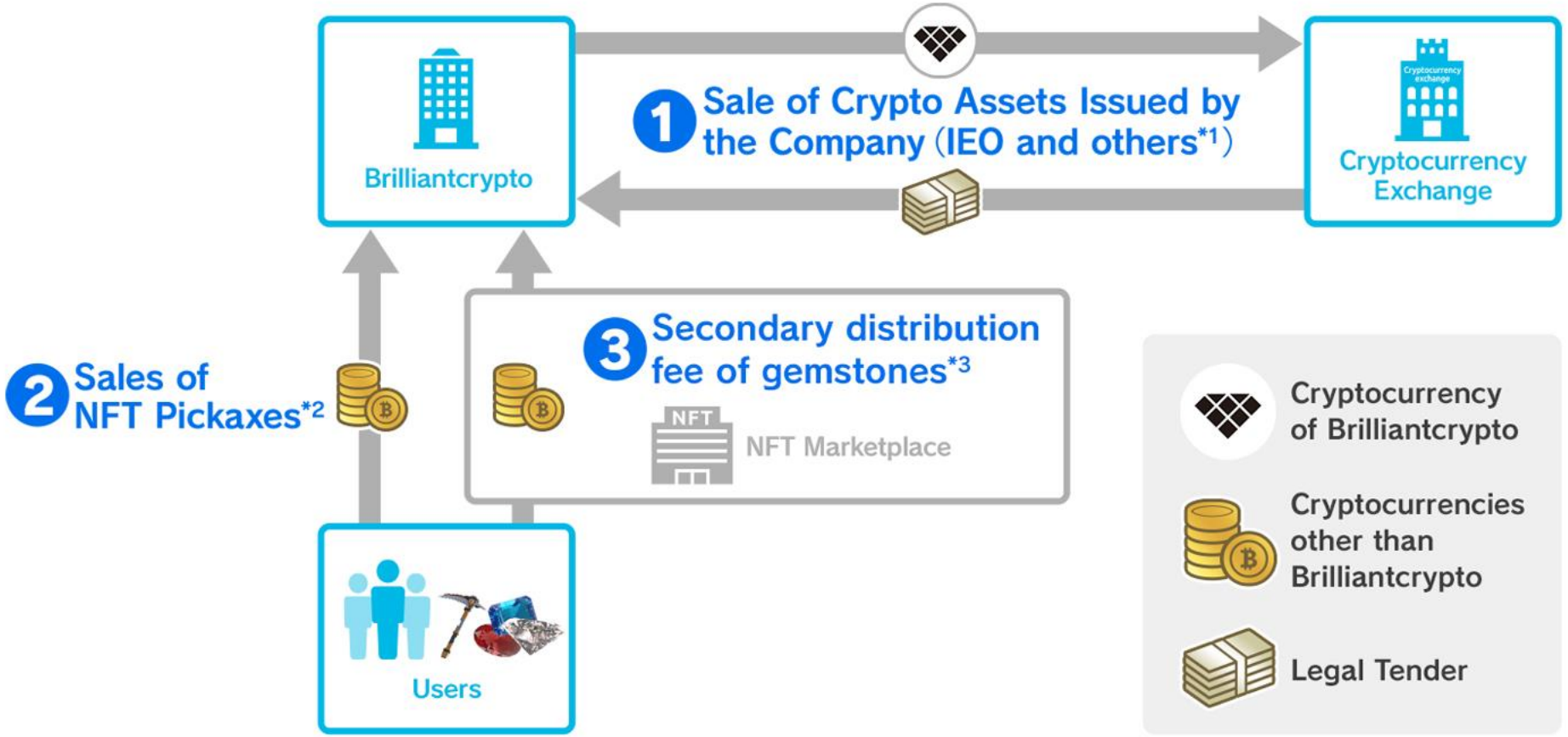
Supplementary Material Workforce Transition

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).

The main revenue opportunities in "Brilliantcrypto" are as follows.



*1：Contract liability will be transfer to sales based on the BRIL used in-game. *2：Contract liability will be transfer to sales based on the used periond of pickaxe in game
*3：Sender of the commission from secondary market differs depending on the NFT marketplace. *Please see page 19 for details on blockchain game performance.

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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