

**MARVELOUS!**

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**Fiscal Year Ending March 31, 2024 First Quarter**

# **Results Briefing Materials**

**Marvelous Inc.**

**July 31, 2023**

**Stock Code: 7844 (Prime Market)**

- 1 Fiscal Year Ending March 2024,  
First Quarter Results Summary**
- 2 Segment Results and Future  
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Year Ending March 2024**
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# **Fiscal Year Ending March 2024, First Quarter Results Summary**

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# Financial Summary for the Fiscal Year Ending March 2024, First Quarter

**MARVELOUS!**

Net sales **6,883** million yen

YoY change: 129.4%

Operating profit **531** million yen

YoY change: 68.1%

- Net sales increased year on year as a result of the overseas launch of “BOKUJO MONOGATARI Welcome! WONDERFUL LIFE” and higher sales from stage performances, while profit decreased due to, among other factors, slow sales of “LOOP8,” new game software.

	1Q FY ended March 2023		1Q FY ending March 2024		YoY change		
	(Unit: million yen)	Actual	Profit ratio	Actual	Profit ratio	(Amount)	(%)
Net sales		5,319	—	6,883	—	1,563	129.4%
Operating profit		780	14.7%	531	7.7%	-248	68.1%
Ordinary profit		1,132	21.3%	886	12.9%	-245	78.3%
Profit attributable to owners of parent		752	14.1%	609	8.9%	-142	81.0%

# Changes in Quarterly Consolidated Financial Results

**MARVELOUS!**

**Fiscal Year Ending March 31, 2024 First Quarter**  
(April – June 2023)

Net sales **6,883** million yen

YoY: 129.4%

QoQ: 99.4%

Operating profit **531** million yen

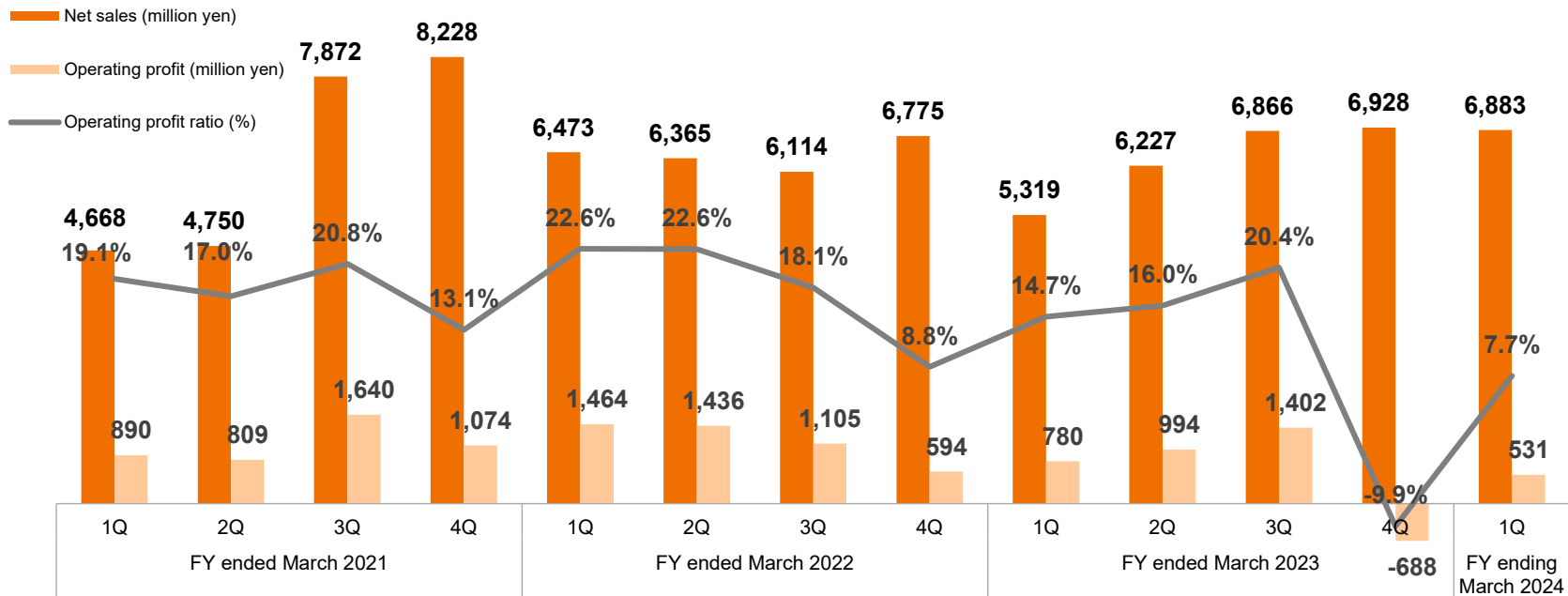
YoY: 68.1%

QoQ: -%

Operating profit ratio **7.7** %

YoY: down 7.0 points

QoQ: up 17.6 points



## **Segment Results and Future Development**

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# Operating Results by Segment

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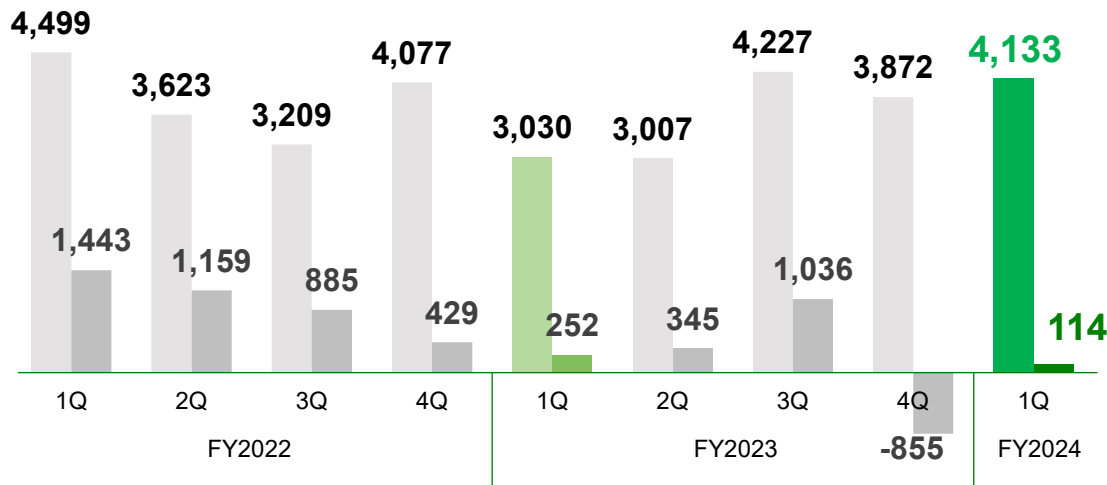
(Unit: million yen)		1Q FY2023 (April – June 2022)	1Q FY2024 (April – June 2023)	YoY change	
				(Amount)	(%)
Net sales	Digital Contents Business	3,030	4,133	1,102	136.4%
	Amusement Business	1,726	1,673	-52	97.0%
	Audio & Visual Business	562	1,076	513	191.4%
	<b>Total</b>	<b>5,319</b>	<b>6,883</b>	<b>1,563</b>	<b>129.4%</b>
Segment profit	Digital Contents Business	252	114	-137	45.5%
	Amusement Business	702	640	-62	91.1%
	Audio & Visual Business	229	201	-27	87.8%
	<b>Total</b>	<b>1,185</b>	<b>957</b>	<b>-228</b>	<b>80.8%</b>
Company-level costs, etc.		-405	-425	-20	105.0%
Operating profit total		780	531	-248	68.1%

# Digital Contents Business [1Q Overview]

- Although profit declined year on year due to lower-than-target sales of the new game software “LOOP8,” net sales increased thanks to robust overseas sales of “BOKUJO MONOGATARI Welcome! WONDERFUL LIFE,” among other factors.
- Sales of long-term operation online game titles decreased, but the decrease was offset by “Dolphin Wave,” which was released in the previous period.

■ Net sales ■ Segment profit

(Unit: million yen)



## 1Q FY2024

Net sales **4,133** million yen

YoY: 136.4%

Segment profit **114** million yen

YoY: 45.5%

### LOOP8

(Nintendo Switch™/ PlayStation®4/  
Xbox One/Steam®)

< Japan and Asia >

Released on June 1, 2023

< North America and Europe >

Released on June 6, 2023

< Steam® >

Released on June 7, 2023



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### STORY OF SEASONS: A Wonderful Life

(Nintendo Switch™/ PlayStation®5/  
Xbox Series X|S/Steam®)



< North America and Europe > Released on June 27, 2023

< Steam® > Released on June 28, 2023

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### Dolphin Wave

(PC/Smartphone)



Launched on October 20, 2022

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©HONEY PARADE GAMES Inc.

\*Segment classifications have been changed since the fiscal year ended March 2023. Figures for the fiscal year ended March 2022 have been reclassified according to the new segment classification.

\*The overseas release dates are those according to Japan time.



# Digital Contents Business [Upcoming Lineup]

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## FREDERICA

Title in North America and Europe: **SILENT HOPE**  
(Nintendo Switch™/Steam®)



Japan and Asia: scheduled for release on September 28, 2023  
North America and Europe: scheduled for release on October 3, 2023  
Steam®: scheduled for release on October 4, 2023

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## Fashion Dreamer

(Nintendo Switch™)



Japan and Asia: scheduled for release on November 2, 2023  
North America and Europe: scheduled for release on November 3, 2023

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## Rune Factory 3 Special

(Nintendo Switch™/Steam®)



North America and Europe: scheduled for release on September 5, 2023  
Steam®: scheduled for release on September 6, 2023

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## Touhou: New World

(Nintendo Switch™/Steam®)



Nintendo Switch™: released on July 13, 2023  
Steam®: released on July 14, 2023

\*The PlayStation®5/PlayStation®4 downloadable version is also scheduled for release at a later date.

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## OU

(Nintendo Switch™/Steam®)



Scheduled for release on August 31, 2023

©G-MODE Corporation

## Dolphin Wave

(PC/Smartphone)



Launched on October 20, 2022

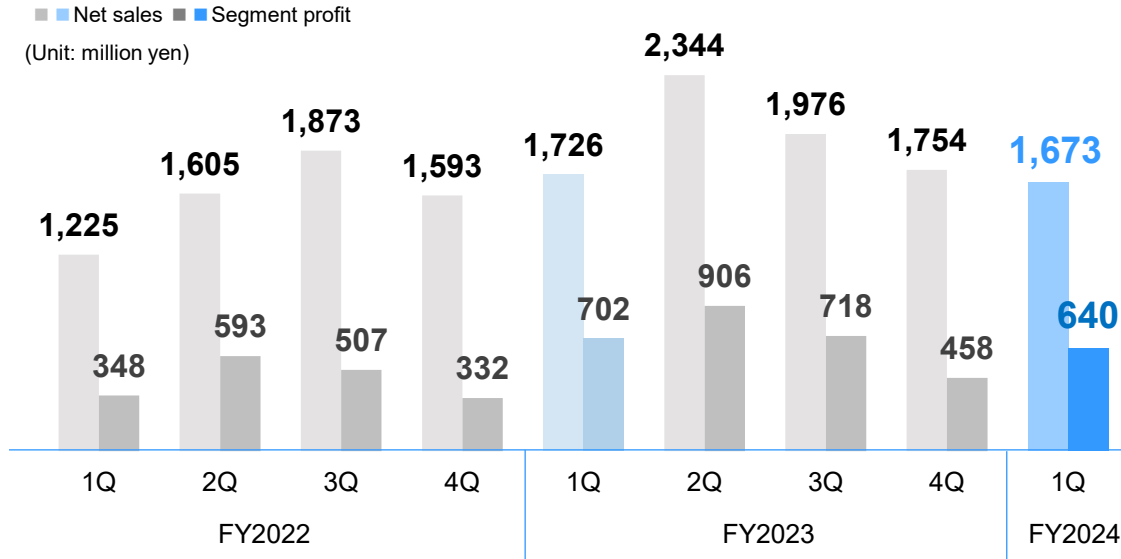
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\*The overseas release dates are those according to Japan time.

# Amusement Business [1Q Overview / Upcoming Lineup]

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- Net sales slightly decreased year on year, as COVID-19 was downgraded to Class V, prompting people to go outside for leisure and temporarily affecting income from amusement machines.



**1Q FY2024**

Net sales **1,673** million yen

YoY: 97.0%

Segment profit **640** million yen

YoY: 91.1%

## Pokémon MEZASTAR

(Kids' amusement machine)

Launched on  
September 17,  
2020



©2023 Pokémon. ©1995–2023 Nintendo/Creatures Inc./GAME FREAK Inc.  
Developed by T-ARTS and MARV  
ポケトモンスタ★・ポケトモン・Pokémonは任天堂・クリエーターズ・ゲームフリークの登録商標です。

## Pokémon Ga-Olé(Overseas)

(Kids' amusement machine)

Overseas operations  
since December 2020



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Developed by T-ARTS and MARV  
TM and © are trademarks of Nintendo.

## New amusement machine



More  
information  
available soon

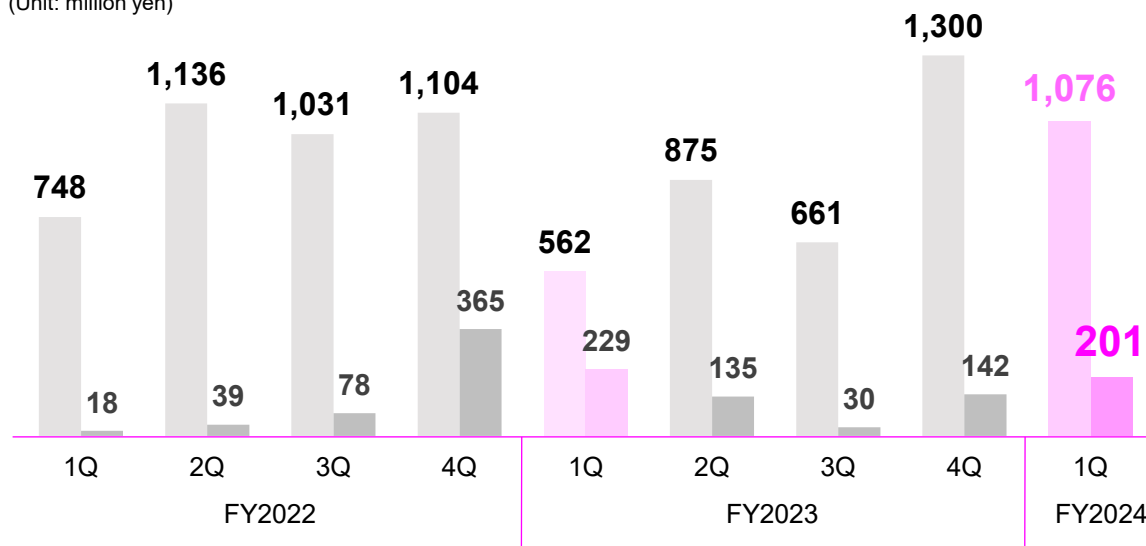
\*Segment classifications have been changed since the fiscal year ended March 2023. Figures for the fiscal year ended March 2022 have been reclassified according to the new segment classification.

# Audio & Visual Business [1Q Overview]

- Net sales increased thanks to higher revenues from stage performances and related package products, while profit declined year on year due to, among other factors, a decrease in subsidies, etc., and an upfront investment in animation programs.

■ Net sales ■ Segment profit

(Unit: million yen)



1Q FY2024

Net sales **1,076** million yen

YoY: 191.4%

Segment profit **201** million yen

YoY: 87.8%

TV animation “The Café Terrace and its Goddesses”



TV broadcast in April – June 2023

©Kouji Seo, KODANSHA/The Café Terrace and its Goddesses\* Production Committee,MBS.

Musical HAKUOKI SHINKAI Side Sannai Keisuke



Performed in April 2023

©IDEA FACTORY・DESIGN FACTORY / Musical HAKUOKI Project

Stage[The Vampire dies in no time.]



Performed in June 2023  
(To be recorded in 2Q)

© Itaru Bonnoki (AKITASHOTEN) / Stage[The Vampire dies in no time] 2023

# Audio & Visual Business [Upcoming Lineup]

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## Precure All Stars F the Movie



Scheduled for release on  
September 15, 2023

©2023 Precure All Stars F the Movie Production Committee

## TV animation 「Power of Hope ~Otona- Precure' 2 3~」 (仮)



TV broadcast scheduled in  
October 2023

©2023 Power of Hope Otona Precure Production Committee

## Stage[Yowamushi Pedal] THE DAY 1



Scheduled in August 2023

© WATARU WATANABE (Akitashoten) 2008./ Yowamushi Pedal Stage Project

## TOUKEN RANBU THE STAGE 7th Anniversary Festival Yumegatarikatananoutage



Scheduled in August 2023

©NITRO PLUS・EXNOA LLC/Touken Ranbu the Stage Production Committee

## “World Trigger the Stage” -The B-Rank Wars Begins-



Scheduled in August 2023

©Daisuke Ashihara/SHUEISHA, ©World Trigger the Stage project

## MUSICAL 『MORIARTY THE PATRIOT』 OP.5 -THE FINAL PROBLEM-



Scheduled in  
August – September 2023

©Ryosuke Takeuchi, Hikaru Miyoshi/SHUEISHA  
© MUSICAL『MORIARTY THE PATRIOT』PROJECT

## DANCING☆STAR PRECURE THE STAGE



Scheduled in  
October – November 2023

©DANCING STAR PRECURE THE STAGE PROJECT

## MUSICAL THE PRINCE OF TENNIS II The Third Stage



Scheduled in October –  
November 2023

©2009 TAKESHI KONOMI./2023 MUSICAL THE PRINCE OF TENNIS II PROJECT

## **Full-Year Forecast for the Fiscal Year Ending March 2024**

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# Full-Year Forecast for the Fiscal Year Ending March 2024

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- There are no changes to the initial forecasts. Profits are expected to be weighted toward the second half of the year due to the launch schedule of each titles.

## Results forecasts

	FY2023	FY2024	YoY change	
(Unit: million yen)	Actual	Forecast	(Amount)	(%)
<b>Net sales</b>	25,341	<b>27,000</b>	1,658	106.5%
<b>Operating profit</b>	2,488	<b>3,500</b>	1,011	140.7%
<b>Ordinary profit</b>	2,931	<b>3,600</b>	668	122.8%
<b>Profit attributable to owners of parent</b>	1,925	<b>2,520</b>	594	130.9%

\*The forecast dividend remains at ¥33 per share.

## **Supplementary Material**

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# Statement of income

**MARVELOUS!**

(Unit: million yen)	1Q FY ended March 2023		1Q FY ending March 2024		YoY change	
	Actual	Profit ratio	Actual	Profit ratio	(Amount)	(%)
<b>Net sales</b>	<b>5,319</b>	<b>-</b>	<b>6,883</b>	<b>-</b>	<b>1,563</b>	<b>129.4%</b>
<b>Cost of sales</b>	<b>2,493</b>	<b>-</b>	<b>3,990</b>	<b>-</b>	<b>1,497</b>	<b>160.1%</b>
<b>SGA expenses</b>	<b>2,045</b>	<b>-</b>	<b>2,360</b>	<b>-</b>	<b>314</b>	<b>115.4%</b>
<b>Thereof advertising expenses</b>	<b>326</b>	<b>-</b>	<b>494</b>	<b>-</b>	<b>168</b>	<b>151.5%</b>
<b>Operating profit</b>	<b>780</b>	<b>14.7%</b>	<b>531</b>	<b>7.7%</b>	<b>-248</b>	<b>68.1%</b>
<b>Other profit</b>	<b>352</b>	<b>-</b>	<b>355</b>	<b>-</b>	<b>2</b>	<b>100.8%</b>
<b>Ordinary profit</b>	<b>1,132</b>	<b>21.3%</b>	<b>886</b>	<b>12.9%</b>	<b>-245</b>	<b>78.3%</b>
<b>Extra ordinary profit/loss</b>	<b>-</b>	<b>-</b>	<b>-0</b>	<b>-</b>	<b>-0</b>	<b>-</b>
<b>Income taxes</b>	<b>383</b>	<b>-</b>	<b>274</b>	<b>-</b>	<b>-108</b>	<b>71.6%</b>
<b>Profit attributable to owners of parent</b>	<b>752</b>	<b>14.1%</b>	<b>609</b>	<b>8.9%</b>	<b>-142</b>	<b>81.0%</b>

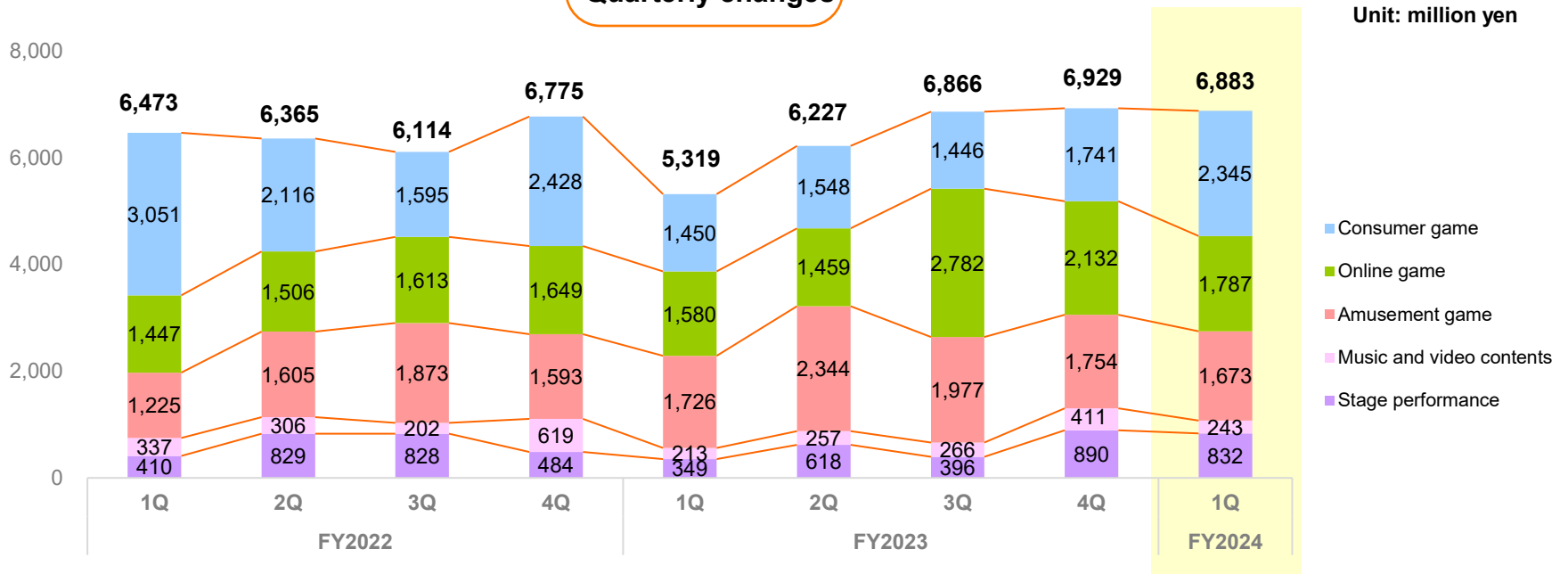


# Sales Changes by Business Segment



Reportable segment	Business category	1Q FY ending March 2024 (April – June 2023)	(Unit: million yen)
Digital Contents Business	Consumer games related	<b>2,345</b>	
	Online games related	<b>1,787</b>	
Amusement Business	Amusement games related	<b>1,673</b>	
Audio & Visual Business	Music and video contents related	<b>243</b>	
	Stage performance related	<b>832</b>	
Total net sales		<b>6,883</b>	

## Quarterly changes



# Balance Sheet

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(Unit: million yen)	End of March 2023	End of June 2023	Change in amount
<b>Current assets</b>	<b>28,460</b>	<b>26,327</b>	<b>-2,132</b>
<b>Non-current assets</b>	<b>7,986</b>	<b>8,117</b>	<b>130</b>
<b>Total assets</b>	<b>36,447</b>	<b>34,445</b>	<b>-2,001</b>
<b>Current liabilities</b>	<b>6,880</b>	<b>5,853</b>	<b>-1,027</b>
<b>Non-current liabilities</b>	<b>338</b>	<b>338</b>	<b>0</b>
<b>Total liabilities</b>	<b>7,219</b>	<b>6,192</b>	<b>-1,027</b>
<b>Total net assets</b>	<b>29,227</b>	<b>28,253</b>	<b>-974</b>

[Inquiries]

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