



Fiscal Year Ending March 31, 2023 First Half

Results Briefing Materials

Marvelous Inc.

Stock Code: 7844 (Prime Market)

October 31, 2022

MARVELOUS!



- 1. Fiscal Year Ending March 2023, First-Half Results Summary**
- 2. Segment Results**
- 3. Forecasts for the Fiscal Year Ending March 2023**
- 4. Supplementary Material**



Fiscal Year Ending March 2023, First-Half Results Summary



Financial Summary for the Fiscal Year Ending March 2023, First Half

MARVELOUS!

Net sales **11,546** million yen (89.9% YoY) Operating profit **1,774** million yen (61.2% YoY)

- Decreased revenue and profit as a reaction after strong sales of game software in the previous fiscal year, despite continuing strong performance in the Amusement Business, driving overall performance.
- A foreign exchange gain of 671 million yen was recorded in non-operating income due to the impact of the depreciation of the yen on foreign currency deposits held by the Company.

Unit: million yen	1H FY ended March 2022		1H FY ending March 2023		YOY change	
	Actual	Profit ratio	Actual	Profit ratio	(Amount)	(%)
Net Sales	12,838	—	11,546	—	-1,291	89.9%
Operating profit	2,900	22.6%	1,774	15.4%	-1,126	61.2%
Ordinary profit	2,984	23.2%	2,427	21.0%	-557	81.3%
Profit attributable to owners of parent	2,079	16.2%	1,655	14.3%	-423	79.6%



Changes in Quarterly Consolidated Financial Results

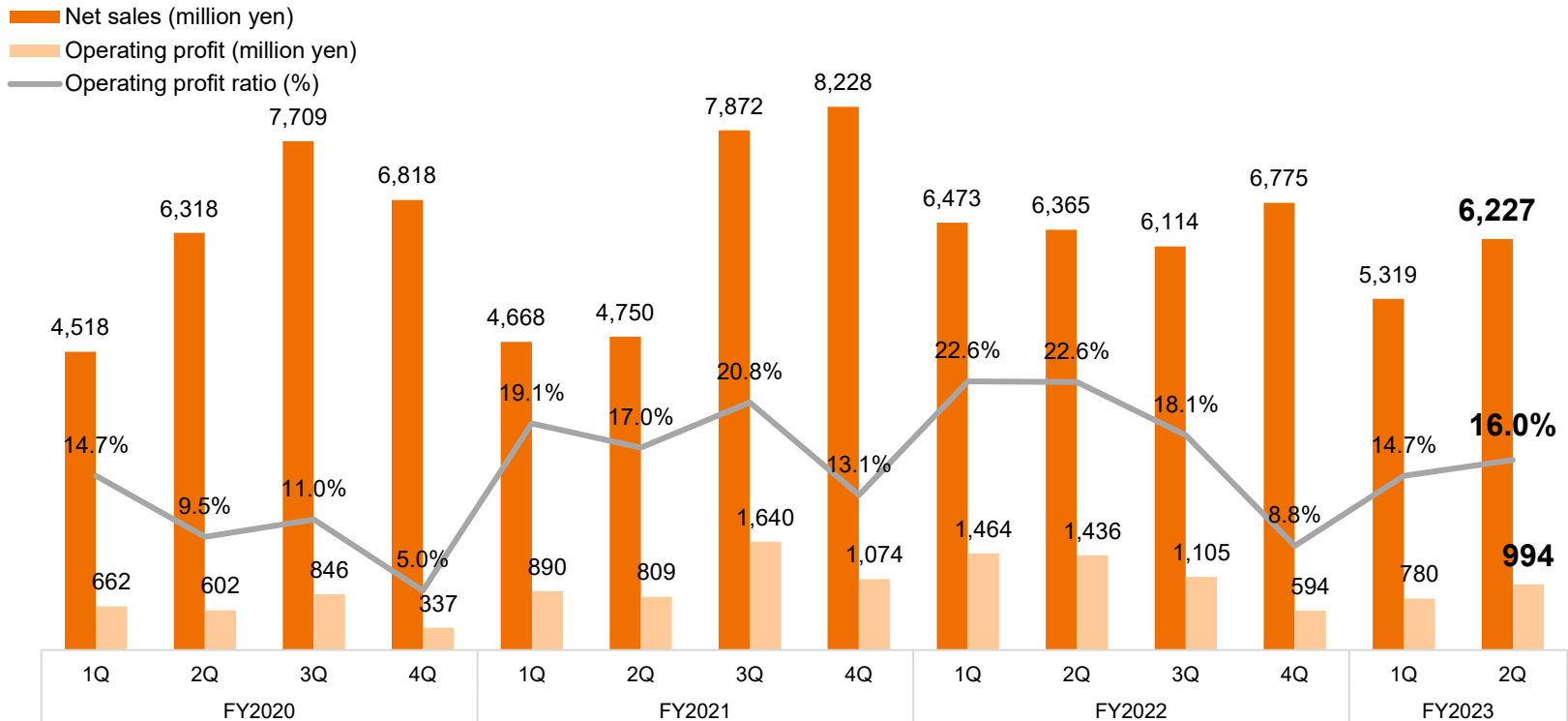
MARVELOUS!

Fiscal Year Ending March 31, 2023 2Q

Net sales **6,227** million yen (97.8% YoY, 117.1% QoQ)

Operating profit **994** million yen (69.2% YoY, 127.5% QoQ)

Operating profit ratio **16.0%** (down 6.6 points YoY, up 1.3 points QoQ)





Segment Results



Operating Results by Segment

MARVELOUS!

Unit: million yen		1H FY2022	1H FY2023	YOY change	
		(April–September 2021)	(April–September 2022)	(Amount)	(%)
Net Sales	Digital Contents Business	8,122	6,038	-2,084	74.3%
	Amusement Business	2,830	4,070	1,239	143.8%
	Audio & Visual Business	1,884	1,438	-446	76.3%
	Total	12,838	11,546	-1,291	89.9%
Segment profit	Digital Contents Business	2,603	598	-2,004	23.0%
	Amusement Business	941	1,609	668	171.0%
	Audio & Visual Business	57	364	307	635.9%
	Total	3,601	2,572	-1,029	71.4%
Company-level costs, etc.		-700	-798	-97	113.9%
Operating profit total		2,900	1,774	-1,126	61.2%

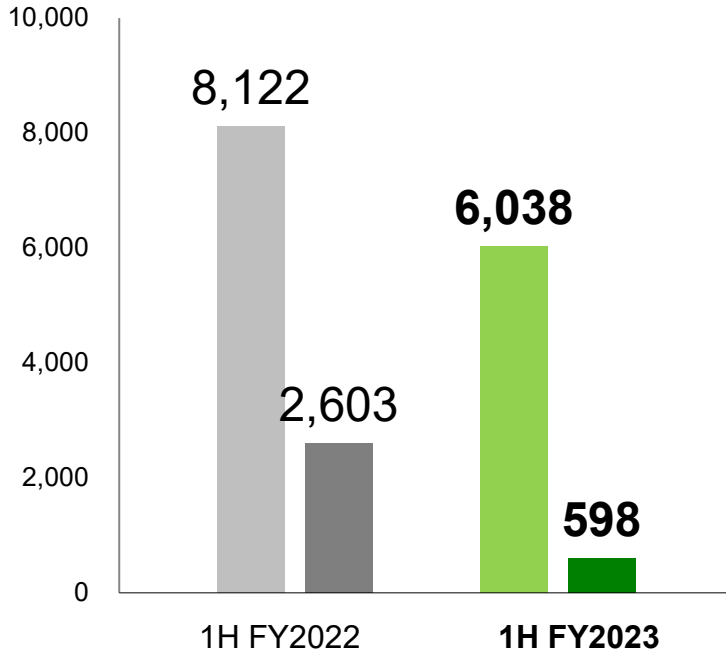
* Segment classifications have been changed since the fiscal year ending March 2023. Figures for the fiscal year ended March 2022 have been reclassified according to the new segment classification.



- **Decrease in sales and profit due to a reactionary decline following the strong sales of game software in the same period of the previous year**

■ Net sales ■ Segment profit

Unit: million yen

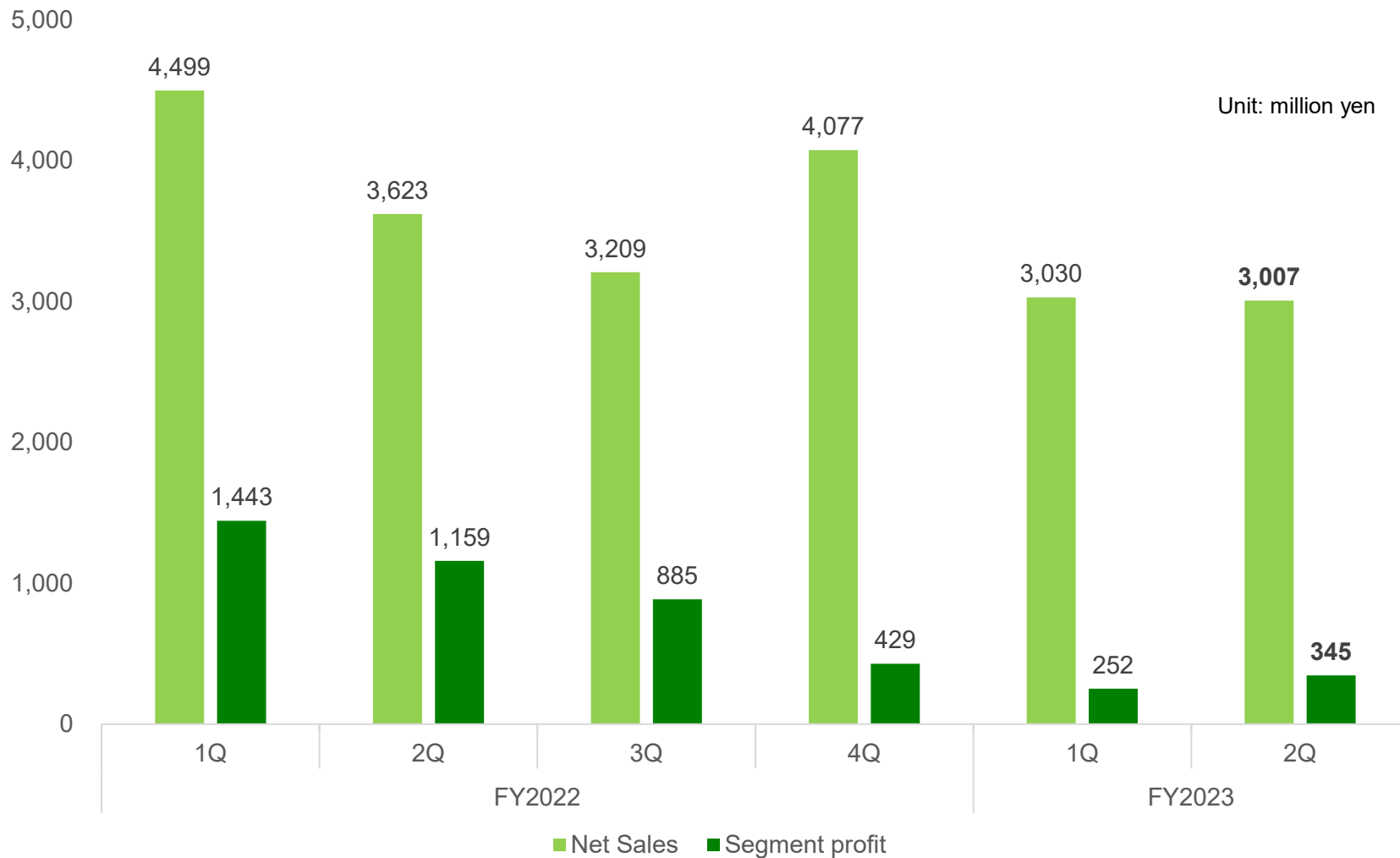


1H FY2023

Net sales
6,038 million yen
74.3% YoY

Operating profit
598 million yen
23.0% YoY

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



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



Rune Factory 5

(Steam®)

Steam® version released on July 14

* The Nintendo Switch™ version is on sale



©2021 Marvelous Inc.

BOKUJO MONOGATARI OLIVE TOWN TO KIBO NO DAICHI SPECIAL

(PlayStation®4)

“BOKUJO MONOGATARI OLIVE TOWN TO KIBO NO DAICHI” for PS4® version released on July 28

* Nintendo Switch™ and Steam® versions are on sale



©2022 Marvelous Inc.

Digipla-collection MARUGOTO TETSUDO

(Smartphone)



- Started distribution from our subsidiary G-MODE Corporation on August 10.
- Digital Plamo (New 3D puzzle)

©G-MODE Corporation



Consumer Game Lineup

No More Heroes 3

(PlayStation®4/PlayStation®5/
Xbox Series X|S/Xbox One/Steam®)



Release in October for PlayStation, XBOX platform, and Steam in Japan and overseas

- * Download version only for Xbox Series X|S/Xbox One
- * The Nintendo Switch™ version is on sale

©Marvelous Inc. Developed by Grasshopper Manufacture Inc.

BOKUJO MONOGATARI Welcome! WONDERFUL LIFE

(Nintendo Switch™)

- Full remake of BOKUJO MONOGATARI WONDERFUL LIFE released in 2003
- To be released on January 26, 2023



©2022 Marvelous Inc.

Rune Factory 3 Special

(Nintendo Switch™)

- Full remake of Rune Factory 3 released in 2009
- To be released on March 2, 2023



©2022 Marvelous Inc.

LOOP8

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

Complete New Juvenile RPG to be released on March 16, 2023 (Steam® version to be released on March 21)



- *Download version only for Xbox One

©2022 Marvelous Inc.



Online Game Lineup

Dolphin Wave (PC/Smartphone)

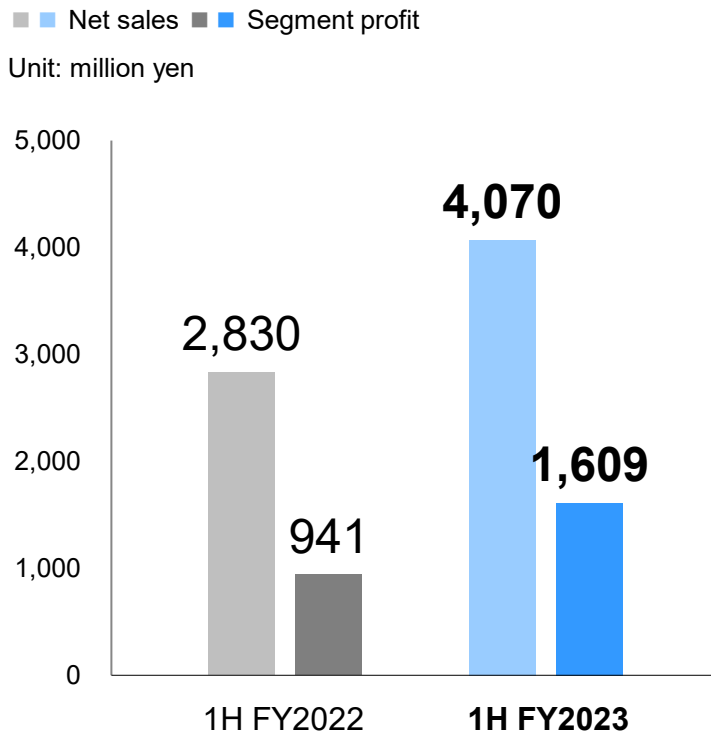
Full new jet battle game “Dolphin Wave” of HONEY∞PARADE GAMES was released on October 20



©Marvelous Inc.
©HONEY PARADE GAMES Inc.



- Sales of the new tag of Pokémon MEZASTAR hit record high and continued to be strong



1H FY2023

Net sales
4,070 million yen
143.8% YoY

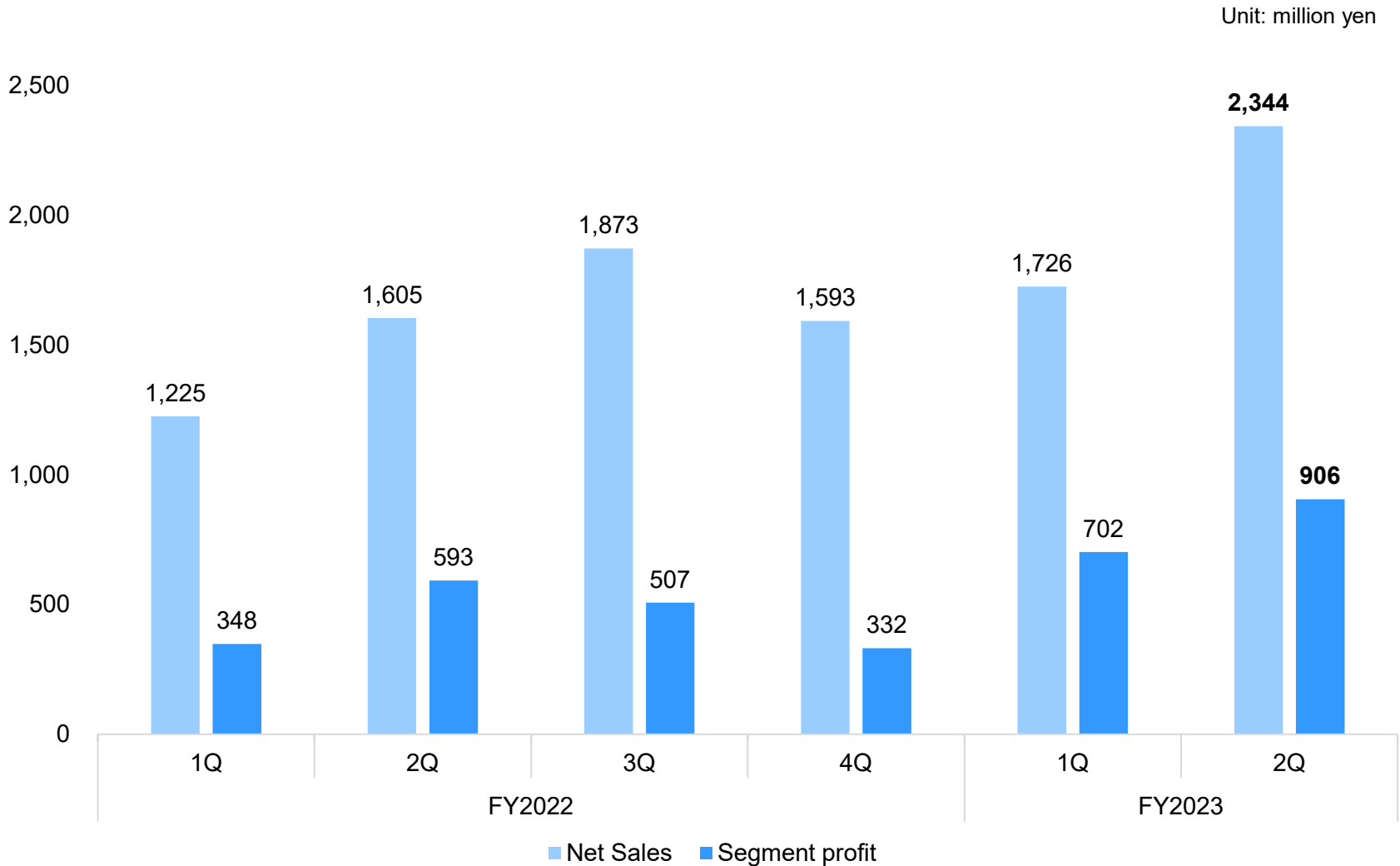
Operating profit
1,609 million yen
171.0% YoY

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



Amusement Business [Quarterly Changes]

MARVELOUS!



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



Pokémon MEZASTAR

(Kids' amusement machine)

The new tag is in operation from September 15



*Launched on September 17, 2020

©2022 Pokémon. ©1995-2022 Nintendo/Creatures Inc./GAME FREAK inc.
Developed by T-ARTS and MARV ポケットモンスター・ポケモン・Pokémonは任天堂・キャラクター・ゲームアークの登録商標です。

Pokémon Ga-Olé (Overseas)

(Kids' amusement machine)

Operations of Pokémon Ga-Olé (Overseas) are back on track thanks to improved markets in some areas affected by the COVID-19 pandemic.



*Overseas operations since December 2020

©2022 Pokémon. ©1995-2022 Nintendo/Creatures Inc./GAME FREAK inc.
Developed by T-ARTS and MARV
TM and © are trademarks of Nintendo.

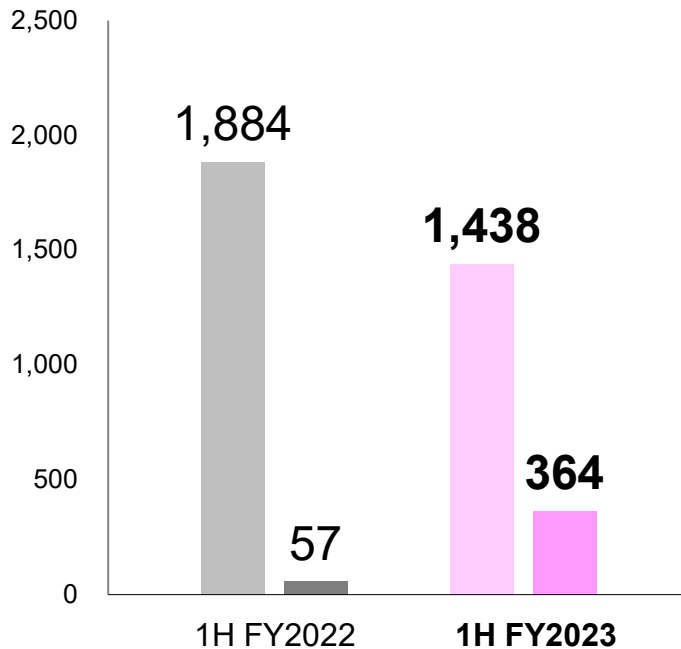


Audio & Visual Business [2Q Overview]

MARVELOUS!

- **Sales decreased YoY due to a reactionary decline in sales of large-scale performances in first half of the previous fiscal year.**
- **Profit increased YoY owing to the recording subsidies of J-LODlive (Japan content LOralization and Distribution live entertainment), etc., and the trend of improved earnings.**

■ Net sales ■ Segment profit
Unit: million yen



1H FY2023

Net sales

1,438 million yen

76.3% YoY

Operating profit

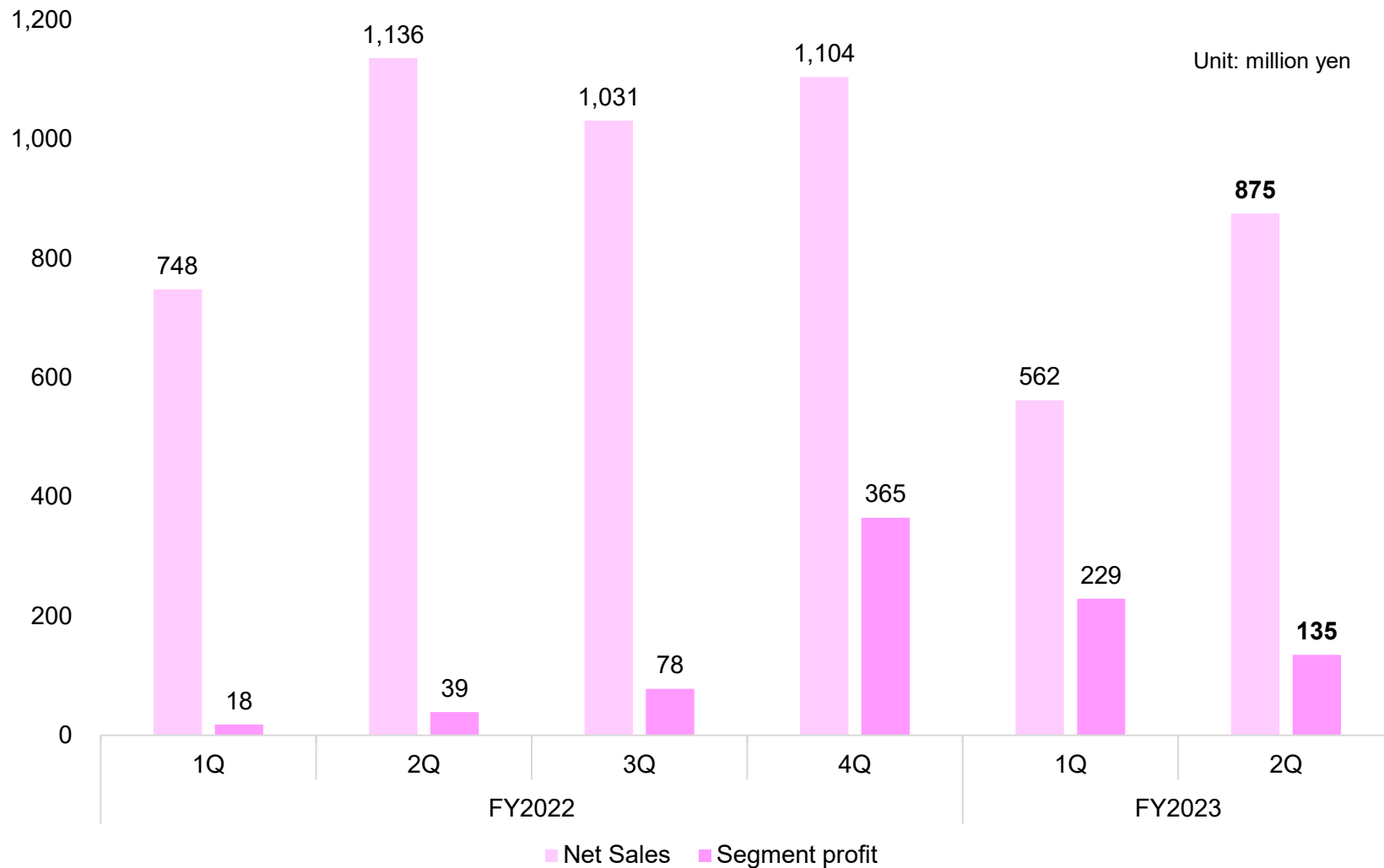
364 million yen

635.9% YoY



Audio & Visual Business [Quarterly Changes]

MARVELOUS!





TOUKEN RANBU HANAMARU Season 3



Released in theaters: 2nd part TSUKI NO MAKI on July 8; 3rd part HANA NO MAKI on September 1

©2022 NITRO PLUS・EXNOA LLC/TOUKEN RANBU HANAMARU 3 Project

Delicious Party Pretty Cure the Movie

- The latest movie in the “Pretty Cure” series was released in theaters on September 23
- Ten days after release, box office revenue topped 500 million yen



©2022 Delicious Party Pretty Cure the Movie Production Committee

Stage [Yowamushi Pedal] The Cadence !

Performed in July 2022



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

MUSICAL THE PRINCE OF TENNIS 4th SEASON SEIGAKU vs St.RUDOLPH・YAMABUKI

Performed from July to August 2022



©1999 TAKESHI KONOMI/ 2021 MUSICAL THE PRINCE OF TENNIS PROJECT

“World Trigger the Stage” -The Invasion-

Performed in August 2022



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

MUSICAL AO HARU TETSUDO For Whom the Nozomi Runs

Performed in August 2022



©AO HARU ©Musical AO HARU TETSUDO Project



Audio & Visual Lineup

The Vampire Dies in No Time Season 2

Phase 2 of the TV animation to start in January 2023



©Itaru Bonnoki (AKITASHOTEN)/ The Vampire dies in no time Partners2

Fireworks event project aiming for synergy with the audio and visual business

ICHIKAMISATO HANAMIRAI-FIREWORKS * FUTURE-2022

The event is postponed to around spring 2023, with the partially revised holding method



©Marvelous Inc.

[Event outline]

- Name: ICHIKAMISATO HANAMIRAI-FIREWORKS * FUTURE-2022
- Date: Scheduled for Spring 2023
- Venue: Fuefuki River riverside, Sangun-bashi downstream (Ichikawamisato-cho, Nishiyatsushiro-gun, Yamanashi)
- Sponsor: Marvelous Inc.
- Cooperation (planned): Yamanashi Prefecture, Ichikawamisato-cho



Stage Performance Lineup (Series)

MUSICAL THE PRINCE OF TENNIS II Revolution Live 2022



Performed in October 2022

©2009 TAKESHI KONOMI / 2022 MUSICAL THE PRINCE OF TENNIS II PROJECT

Musical HAKUOKI HAKU-MYU LIVE 3



Performance from October to November 2022

©IDEA FACTORY · DESIGN FACTORY / Musical HAKUOKI Project

Musical “Ouran High School Host Club”^f



Performance scheduled for December 2022

©Bisco Hatori, hokusensha / Musical “Ouran High School Host Club” Project

MUSICAL 『MORIARTY THE PATRIOT』OP.4 -THE TWO CRIMINALES-



Performance scheduled from January to February 2023

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

TOUKENRANBU THE STAGE Guden Mujungenjimonogatari



Performance scheduled for February 2023

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



Stage Performance Lineup (New for this season)

MUSICAL ACE OF DIAMOND



- Musical adaptation of the highly popular high school baseball cartoon “ACE OF DIAMOND”
- Performance from September to October 2022

©Yuji Terajima-KODANSHA/MUSICAL ACE OF DIAMOND PROJECT

“MAHOROKANATA”



- Written and directed by Daisuke Nishida
Original stage productions
- Performance from October to November 2022

©MAHOROKANATA2022

TOKYO COLOR SONIC!! THE STAGE

- Stage adaptation of “TOKYO COLOR SONIC!!,” the original CD content project whose character design was handled by highly popular illustrator Ryo Fujiwara.
- Performance scheduled in February 2023



©COLORATION ©TOKYO COLOR SONIC!! THE STAGE PROJECT

FULLMETAL ALCHEMIST THE STAGE



- Stage adaptation of the dark fantasy comics that have sold more than 80 million copies in total worldwide
- Scheduled for March 2023

©HiromuArakawa/SQUARE ENIX, FULLMETAL ALCHEMIST THE STAGE PROJECT



Forecasts for the Fiscal Year Ending March 2023



Results forecasts

We will continue to disclose the range as we did in the previous announcement, but in order to achieve our earnings forecast, we will focus on the management and development of our new online game “Dolphin Wave” and on expanding sales of our new game software, which will be released in the fourth quarter.

Unit: million yen	FY2022 Actual	FY2023 Forecast	YOY change (%)
Net Sales	25,728	25,000 - 28,800	97.2% - 111.9%
Operating profit	4,600	4,000 - 4,600	86.9% - 100.0%
Ordinary profit	5,054	4,200 - 4,800	83.1% - 95.0%
Profit attributable to owners of parent	3,817	2,940 - 3,360	77.0% - 88.0%

Dividends forecasts

The year-end dividend forecast for the fiscal year ending March 2023 will be disclosed when it becomes possible to disclose specific figures in the earnings forecast.



Supplementary Material



Statement of Profit and Loss

MARVELOUS!

Unit: million yen	1H FY ended March 2022		1H FY ending March 2023		YOY change	
	Actual	Profit ratio	Actual	Profit ratio	(Amount)	(%)
Net Sales	12,838	—	11,546	—	-1,291	89.9%
Cost of sales	6,258	—	5,677	—	-580	90.7%
SGA expenses	3,679	—	4,094	—	415	111.3%
Thereof advertising expenses	574	—	690	—	116	120.2%
Operating profit	2,900	22.6%	1,774	15.4%	-1,126	61.2%
Other profit	83	—	652	—	569	783.9%
Ordinary profit	2,984	23.2%	2,427	21.0%	-557	81.3%
Extra ordinary profit/loss	11	—	0	—	-11	1.2%
Income taxes	916	—	778	—	-138	84.9%
Profit attributable to owners of parent	2,079	16.2%	1,655	14.3%	-423	79.6%

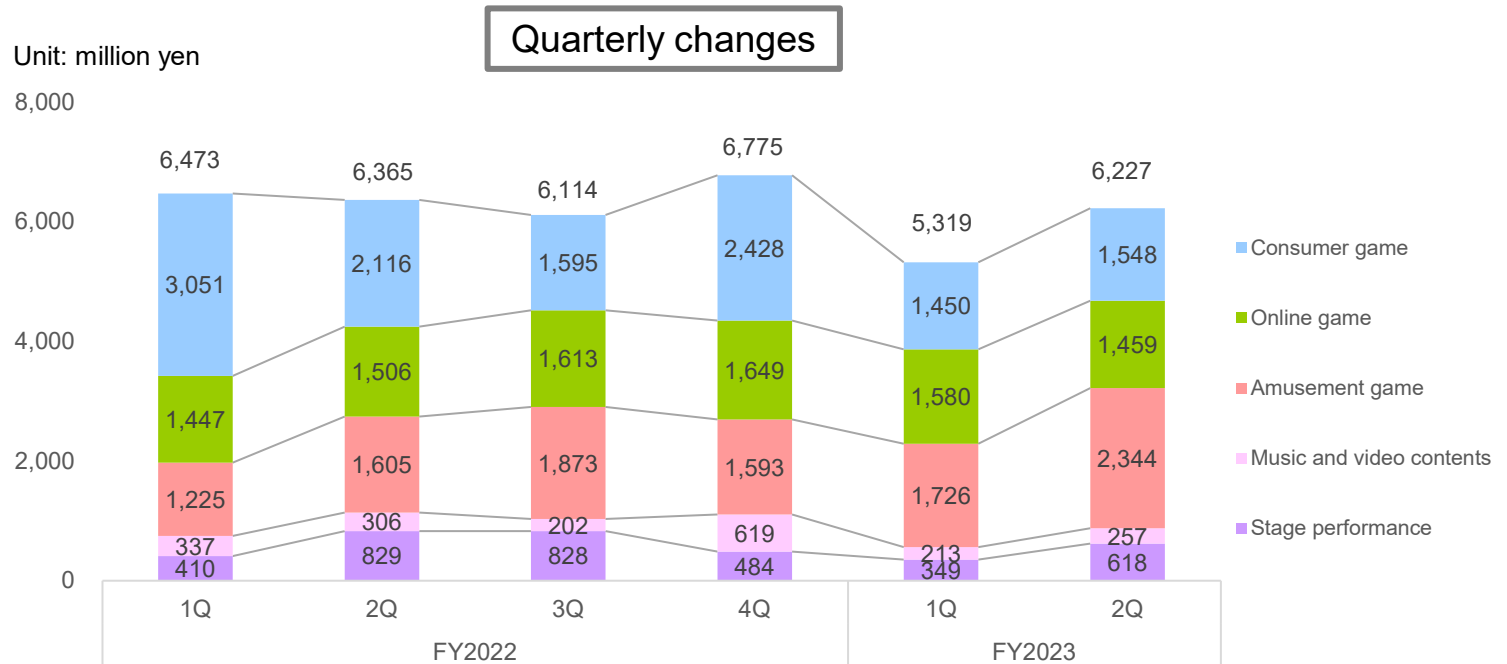


Sales Changes by Business Segment

MARVELOUS!

Unit: million yen

Reportable segment	Business category	1H FY ending March 2023 (April–September 2022)
Digital Contents Business	Consumer games related	2,998
	Online games related	3,039
Amusement Business	Amusement games related	4,070
Audio & Visual Business	Music and video contents related	470
	Stage performance related	967
Net sales total		11,546





Balance Sheet

MARVELOUS!

Unit: million yen	End of March 2022	End of September 2022	Change in amount
Current assets	28,106	26,265	-1,840
Non-current assets	8,425	9,245	820
Total assets	36,531	35,511	-1,020
Current liabilities	7,143	5,831	-1,311
Non-current liabilities	414	338	-76
Total liabilities	7,557	6,170	-1,387
Total net assets	28,973	29,341	367



Statement of cash flows

MARVELOUS!

Unit: million yen	1H FY ended March 2022	1H FY ending March 2023	YOY Change
Cash flows from operating activities	4,095	171	-3,924
Cash flows from investing activities	-441	-3,254	-2,812
Cash flows from financing activities	-2,007	-2,007	0
Cash and cash equivalents at end of quarter	18,076	12,598	-5,477



Inquiries

Corporate Communication Division, Corporate Planning Department

E-mail: ir@marv.jp

URL: <https://corp.marv.jp>

This document contains forward-looking statements which are based on information currently available to the Company and which may change as a result of numerous factors including the macroeconomic environment and industry trends relevant to the Company. Therefore, these forward-looking statements are made subject to certain risks and uncertainties which could cause results, including actual business performance, to differ materially from those presented. This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.