# Financial Results Briefing Material



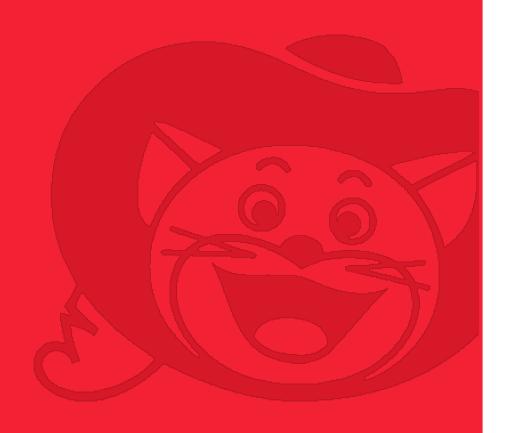
For Fiscal Year Ended March 31, 2025 (April 1, 2024, to March 31, 2025) Toei Animation Co., Ltd.

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01. Financial Results for FY2025.3



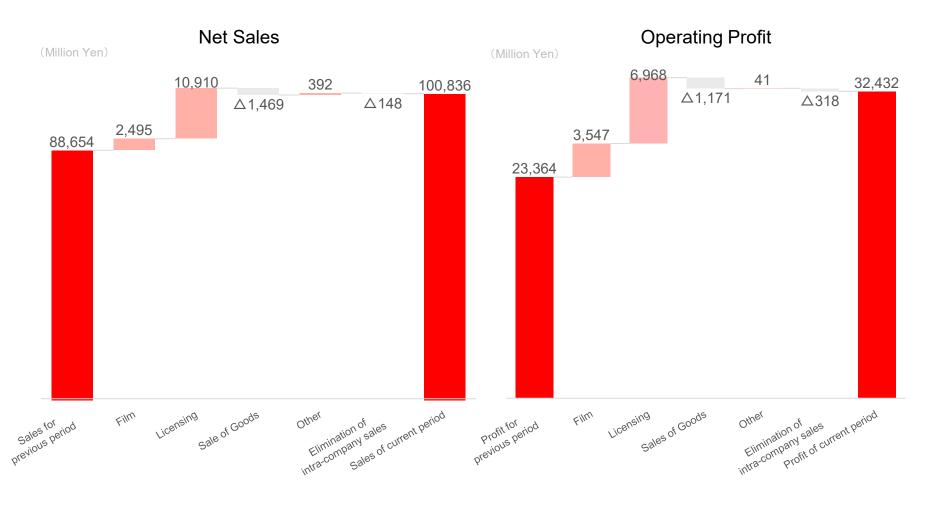
## **Financial Results Summary**

- Increase in both sales and profit compared with full year. Net sales and each profit reached the highest level for the full year.
- Domestic streaming rights sales for "SLAM DUNK" "GEGEGE no KITARO" and overseas streaming rights sales and Licensing for the "ONE PIECE", and "DRAGON BALL" series has maintained strength. The yen's depreciation also contributed to boosting performance.
- The operating profit margin recovered to the level of FY2023 due to the strong performance of the highly profitable streaming rights sales and Licensing, in addition to the dissipation of the impact of evaluation losses on "Knights of the Zodiac" recorded in the same period of the previous fiscal year.

	FY2025.3			FY2025.3 4Q(January - March 2025)				
(Million Yen)		FY2024.3			2024.3 4Q (January - March 2024)		2025.3 3Q (October – December 2025)	
	Results	Results	YonY	Results	Results	YonY	Results	QonQ
Net Sales	100,836	88,654	13.7%	28,135	21,537	30.6%	23,735	18.5%
Gross Profit	48,422	37,449	29.3%	13,746	9,562	43.8%	10,395	32.2%
SG&A	15,989	14,085	13.5%	4,691	3,970	18.2%	4,011	16.9%
Operating Profit (Operating Profit Margin)	32,432 (32.2%)	23,364 (26.4%)	38.8% (5.8%)	9,054 (32.2%)	5,591 (26.0%)	61.9% (6.2%)	6,383 (26.9%)	41.8% (5.3%)
Ordinary Profit	33,188	26,453	25.5%	8,819	6,152	43.3%	7,269	21.3%
Net Profit	23,623	18,795	25.7%	6,716	4,202	59.8%	4,688	43.3%

## **Year-on-Year Changes**

- Net sales increased reflecting strong performance in the Film and Licensing despite a reactionary decline from the strong sales of goods related to the movie "THE FIRST SLAM DUNK" in Sales of Goods business.
- Operating profit significantly increased due to higher sales of the highly profitable streaming rights sales and Licensing, in addition to the diminished impact of the evaluation losses on "Knights of the Zodiac," despite the recording of production costs of new animation films in the first and third quarter.



## FY2025.3 Results Segment Breakdown - Consolidated

- The Film segment saw both sales and profit grow thanks to strong sales of overseas streaming rights for the "DRAGON BALL" series and "ONE PIECE" in addition to the robust sales of domestic streaming rights for "SLAM DUNK" and "GEGEGE no KITARO" in the first quarter.
- Both sales and revenue of the Licensing business increased on the strong performance in sales of gaming and merchandising rights for the "DRAGON BALL" series and merchandising rights for "ONE PIECE."
- In Sales of Goods, both sales and profit decreased due to a reactionary decline following strong sales of goods based on the movie "THE FIRST SLAM DUNK", even as the shop business based on ONE PIECE " and "PRETTY CURE" series performed strongly.

■ Others segment increased, as the events based on "ONE PIECE" series and "GEGEGE no KITARO" were successful.

(Million Yen)		2024.3 Results	2025.3 Results	% Change	
Films	Net Sales	34,828	37,323	7.2%	
Film	Segment Profit	6,832	10,379	51.9%	
Licensing	Net Sales	39,671	50,582	27.5%	
Licensing	Segment Profit	18,956	25,924	36.8%	
Sales of Goods	Net Sales	10,681	9,211	△13.8%	
Sales of Goods	Segment Profit	1,825	654	△64.1%	
Others	Net Sales	3,922	4,315	10.0%	
Others	Segment Profit	134	176	31.0%	
Total Net Sales	Net Sales	88,654	100,836	13.7%	
Total Net Sales	Segment Profit	23,364	32,432	38.8%	

<sup>\*</sup>Figures for each segment include intra-company sales.

## FY2025.3 Results Segment Analysis (1) Film

(Million Yen)		2024.3 Results	2025.3 Results	
Net Sales	Net Sales		100,836	
Film		34,828	37,323	
	Movies	2,635	692	
	TVs		3,270	
DVDs		1,730	583	
	Overseas		26,026	
	Other		6,750	
Licensing		39,671	50,582	
	Japan	15,830	17,414	
Overseas		23,841	33,167	
Sales of Goods		10,681	9,211	
Others		3,922	4,315	

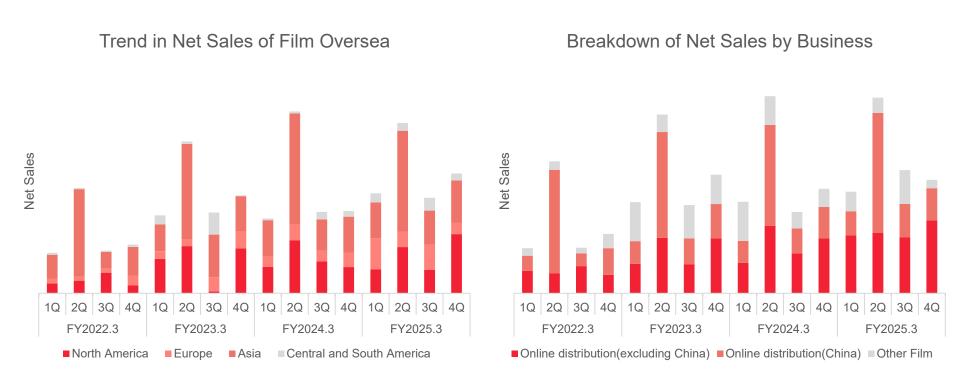
<sup>\*</sup>Figures for each segment include intra-company sales.

#### Film ( $\uparrow$ +7.2% year on year)

- In Movies segment, revenues decreased due to the reactionary decline from revenues a year earlier from the movie "THE FIRST SLAM DUNK," which had a long run through August 2023, even as we released the movie "Wonderful Precure! The Movie!." and "THE BIRTH OF KITARO: THE MYSTERY OF GEGEGE TruBorn Edition."
- In TV segment, revenues increased as the number of titles aired increased compared with the same period a year ago.
- In Contents segment, revenues decreased due to the reactionary decline from revenues from the strong performance of Blu ray/DVD versions of "THE FIRST SLAM DUNK" even we released Blu ray/DVD versions of "THE BIRTH OF KITARO: THE MYSTERY OF GEGEGE."
- In the Overseas Film segment, revenues increased, reflecting
  the strong sales of overseas streaming rights for "ONE
  PIECE" and "DRAGON BALL" series and the delivery of a TV
  title for Saudi Arabia, despite the reactionary decline in sales
  of overseas screening rights for the movie "THE FIRST SLAM
  DUNK" which performed well during the same period of the
  previous fiscal year.
- In the Other segment, revenues increased significantly owing to the strong sales of domestic streaming rights for movies including the movie "THE FIRST SLAM DUNK" and "THE BIRTH OF KITARO: THE MYSTERY OF GEGEGE."

#### Trends in Film Overseas

- Revenue increased in North America thanks to strong sales of streaming rights for the "DRAGON BALL" series and "ONE PIECE," but Asia saw a slight decrease in revenue due to a setback from the strong sales of screening rights for "THE FIRST SLAM DUNK" in FY2024.3.
- Sales of screening rights suffered the impact of a setback from the strong performance of "THE FIRST SLAM DUNK," but sales of streaming rights remained robust driven by the "DRAGON BALL" series and "ONE PIECE" in North America and Europe.



<sup>\*</sup> Due to consolidated accounting for subsidiaries, the left graph shows consolidated figures while the right graph shows our non-consolidated figures.

## Film Business: Topics



#### 「Dragon Ball DAIMA 」

- All 20 episodes aired from October 2024 to February 2025
- Available on streaming platforms in overseas



#### **ONE PIECE**

- The "EGGHEAD" series resumed in April 2025
- Strong sales of streaming rights particularly in North America



# THE BIRTH OF KITARO:

- Domestic box-office revenue topped 3 billion yen (including the "Truborn" edition)
- More than 50,000 copies of the videogram shipped for distribution in Japan

## FY2025.3 Results Segment Analysis (2) Licensing, Sale of Goods, Others

(Million Yen)		2024.3 Results	2025.3 Results	
Net Sales		88,654	100,836	
Film		34,828	37,323	
	Movies	2,635	692	
	TVs	2,761	3,270	
	DVDs	1,730	583	
	Overseas	22,532	26,026	
	Other	5,169	6,750	
Licensing		39,671	50,582	
	Japan	15,830	17,414	
Overseas		23,841	33,167	
Sales of Goods		10,681	9,211	
Others		3,922	4,315	

- In Domestic Licensing, revenues increased significantly due to the strong performance in sales of gaming rights and merchandising rights for the "DRAGON BALL" series and merchandising rights for "ONE PIECE" and "DRAGON BALL" series.
- In Overseas Licensing, revenues increased significantly due to the strong performance in sales of merchandising rights for "ONE PIECE," the "DRAGON BALL" series, and the "DIGIMON" series and gaming rights for "DRAGON BALL" series.

#### Sales of Goods ( ↓ -13.8% year on year)

 Revenues markedly decreased due to the reactionary decline in sales of goods for the movie "THE FIRST SLAM DUNK," which performed well in the same period a year earlier, despite the strong shop business for "ONE PIECE" and the "PRETTY CURE" series.

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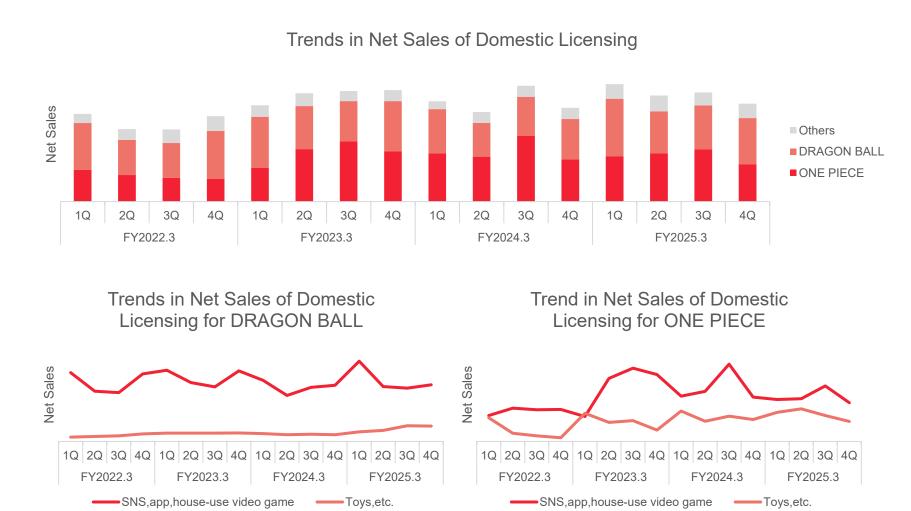
 Revenues increased due to the success of the events for "ONE PIECE" and "GEGEGE no KITARO."

Licensing ( +27.5% year on year)

<sup>\*</sup>Figures for each segment include intra-company sales.

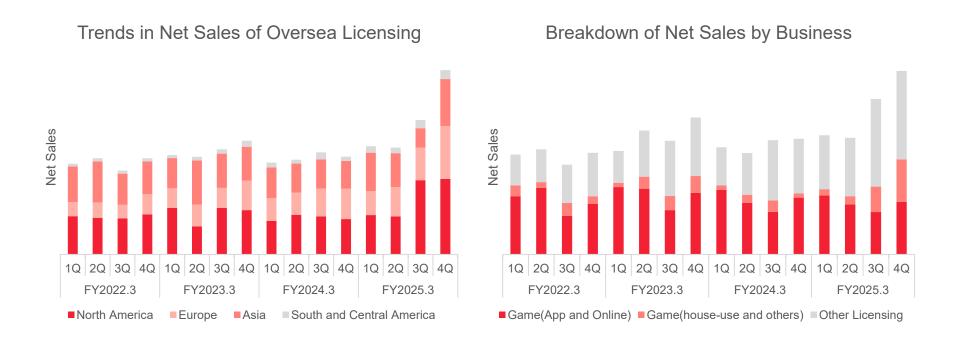
## **Trends in Domestic Licensing**

- The "DRAGON BALL" series showed strong performance with robust sales of merchandising rights, driven by a boost in fan support following the release of the "DRAGON BALL DAIMA."
- Revenue from "ONE PIECE" decreased as sales of gaming rights failed to reach the level a year ago although sales of merchandising rights maintained strong performance particularly for card games.



## **Trends in Overseas Licensing**

- Sales of gaming rights for the "DRAGON BALL" series showed strong performance in all areas. In addition, sales of merchandising rights for "ONE PIECE" remained robust in North America.
- Revenue from sales of gaming rights increased, mainly driven by the release of new "DRAGON BALL" games for home use. Revenue from merchandising rights also increased thanks to strong sale of rights particularly for "ONE PIECE" card games.



<sup>\*</sup> Due to consolidated accounting for subsidiaries, the left graph shows consolidated figures while the right graph shows our non-consolidated figures.

## Licensing, Sale of Goods, Others Businesses: Topics

#### Domestic



「Ichibankuji DRAGON BALL DAIMA 2」



**TONE PIECE CARD GAME** 

#### Overseas



「DRAGON BALL: Sparking! ZERO」



「ONE PIECE Figure」

#### Sales of Goods



「Precure Pretty Store (Tokyo Store)」

#### Others



「Precure Event」

#### FY2025.3 Results Review

- We posted record net sales, operating profit, and other profits for the full year, driven by the Licensing business in Japan and overseas as well as sales of overseas streaming rights.
- Profit margin improved significantly thanks to the absence of the impact of evaluation losses on "Knights of the Zodiac" in the first quarter of the previous fiscal year and strong performance of the highly profitable streaming rights and Licensing business.
- The main portion of the fluctuation of the non-operating profit is from decrease of foreign exchange profits.

(Million Yen)

	2024.3 Results	2025.3 Results	Change	% Change
Net Sales	88,654	100,836	12,181	13.7%
Cost of Sales	51,205	52,413	1,208	2.4%
Gross Profit	37,449	48,422	10,972	29.3%
SG&A	14,085	15,989	1,904	13.5%
Operating Profit	23,364	32,432	9,067	38.8%
Non-Operating Profit	3,161	1,780	△1,381	△43.7%
Non-Operating Expenses	71	1,024	952	1323.7%
Ordinary Profit	26,453	33,188	6,734	25.5%
Extraordinary Gain and Loss	253	△378	△632	-
Net Profit Before Tax	26,707	32,809	6,102	22.8%
Income Taxes	7,529	9,265	1,736	23.1%
Income Taxes Adjustment	382	△79	△462	-
Minority Interest	-	-	-	-
Net Profit	18,795	23,623	4,828	25.7%

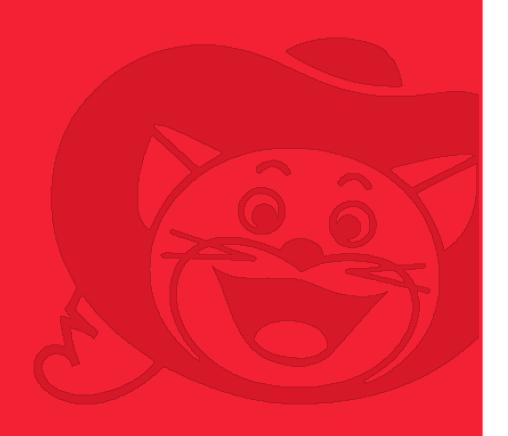
## **Balance Sheet Digest**

- The decrease in work in process is due to the completed delivery of major works including "DRAGON BALL DAIMA."
- Some of the funds previously held as cash and deposits were invested in long-term deposits, resulting an increase in investment and other assets.
- The increase in current liabilities is mainly due to an increase in income taxes payable.

(Million Yen)

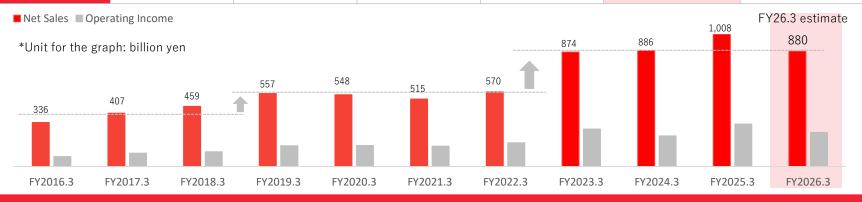
Account title	2024.3	2025.3	Change	Account title	2024.3	2025.3	Change
Cash and deposits	79,007	82,474	3,466	Notes and Accounts Payable-trade	20,370	22,125	1,755
Notes and Accounts Receivable	24,012	29,376	5,363	Other	8,360	11,909	3,549
Work in process	8,562	8,281	Δ280	Current liabilities	28,730	34,035	5,305
Finished Products	99	109	10	Non-current liabilities	2,295	3,745	1,450
Other	8,773	7,698	Δ1,074	Total liabilities	31,025	37,781	6,755
Current assets	120,455	127,940	7,485	Shareholders' equity	121,273	138,553	17,279
Total Property and Equipment	8,180	8,558	378	Accumulated other comprehensive Profit	10,440	14,645	4,205
Intangible Assets	1,321	1,281	△39	Total Net Assets	131,713	153,198	21,485
Investments and Other Assets	32,782	53,199	20,416				
Fixed Assets	42,283	63,039	20,755				
Total assets	162,739	190,980	28,240	Total liabilities and net assets	162,739	190,980	28,240

02. Outlook for FY2026.3



## Earnings Estimates for FY2026.3 - Consolidated

(Million Von)		Resi	Estimates	0/ Oh avasa			
(Million Yen) FY2022.3		FY2023.3	FY2024.3	FY2025.3	FY2026.3	% Change	
Net Sales	57,020	87,457	88,654	100,836	88,000	Δ12.7%	
SG&A	8,585	12,296	14,085	15,989	18,000	12.6%	
Operating Income	18,107	28,669	23,364	32,432	26,000	△19.8%	
Ordinary Income	18,822	29,791	26,453	33,188	26,700	△19.6%	
Net Income	12,820	20,900	18,795	23,623	19,100	△19.1%	



#### [Grounds of FY2026.3 earnings estimates]

- Both sales and income will likely decrease in a setback from the strong results in FY2025.3 driven by robust sales of streaming rights for major movies and the release of new home-use games, but business environments remain favorable at present both in overseas.
- Although there are some uncertainties in the external environment, such as currency fluctuations going forward and global situation
  regarding tariffs, we will strive to maintain and increase the value of major IP titles by implementing various measures both in Japan and
  overseas, and to secure the elevated level of business performance continuing from FY2023.3.
- At the same time, we will actively make strategic investments designed to increase the public recognition of our major IP titles and explore
  deeper into overseas markets for further growth in the future.

## Earnings Estimates for FY2026.3: Segment Breakdown

(Million Yen)		FY25.3 Results	FY26.3 Estimates
Net Sales		100,836	88,000
Film		37,323	27,700
	Movies	692	700
	TVs	3,270	2,300
DVDs		583	400
Overseas		26,026	21,100
	Other	6,750	3,200
Licensing		50,582	46,300
	Japan	17,414	17,700
Overseas		33,167	28,600
Sales of Goods		9,211	9,500
Others		4,315	4,500

<sup>\*</sup>Figures for each segment include intra-company sales.

#### Film ( **J** - 25.8% from FY25.3)

- Revenue from Movies is expected to remain unchanged with no major works on the horizon at the moment as was the case around this time a year ago.
- Revenue from TV Shows is expected to fall due to fewer new releases.
- Revenue from contents is expected to decrease in a setback from the strong blue-ray and DVD sales of "THE BIRTH OF KITARO: THE MYSTERY OF GEGEGE" in FY2025.3.
- Revenue from Overseas Films is expected to drop sharply in a setback from the robust overseas streaming rights sales in FY2025.3 driven by the release of new animation works.
- A sharp decrease is also expected for revenue from Others, due mainly to a setback from the strong sales of streaming rights in FY2025.3 for "THE FIRST SLAM DUNK" and "THE BIRTH OF KITARO: THE MYSTERY OF GEGEGE."

#### **Licensing ( ♣** - 8.5% from **FY25.3**)

- Domestic Licensing revenue is expected to post a modest increase, driven by rights sales for "GE-GE-GE NO KITARO" linked with the airing of the animation on TV and the launch of the "DIGIMON" series.
- Overseas Licensing revenue is expected to fall sharply in a setback from the strong performance of newly released home-use games in FY2025.3.

#### **Sales of Goods ( ↑** + 3.1% from **FY25.3**)

 Revenue is expected to increase as sales of goods featuring "ONE PIECE" and the "PRETTY CURE" series are likely to remain strong both at physical and online shops.

#### Others ( + 4.3% from FY25.3)

 Revenue is expected to increase, driven mainly by the strong performance of the "PRETTY CURE" series.

## **Capital Allocation Policy and Dividends**

- We will accelerate efforts to make strategic investments for medium- to long-term growth and increase shareholder returns, while maintaining a solid financial position.
- The amount paid in dividends for FY2025.3 increased to 41 yen per share.
- For FY2026.3, we have determined, after considering various factors including spending for strategic investments, to pay dividends in an amount no less than the actual amount paid in dividends for FY2025.3, keeping to our stable dividend policy.

## **Capital Allocation Policy**

Shareholder returns

Basic policy of stable dividend payment
Flexible decision based on investment strategies and earnings performance

Strategic investment

Make investments proactively and with agility, such as for acquisition of IPs, M&As, technology development, to enhance competitiveness and maintain growth potential



A solid financial standing secured with equity ratio at 80.2% as of end of March 2025

Active spending made on strategic investments and shareholder returns

Secure sound financial base

Maintain appropriate level of cash and deposits and solid financial base to engage in stable Film business Year-end dividend

FY2025.3

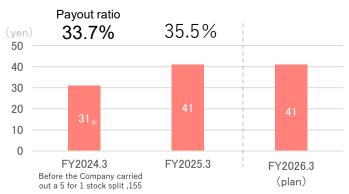
Pre-revision forecast dividend

Revised forecast dividend

41 yen
per share
ility,

FY2026.3

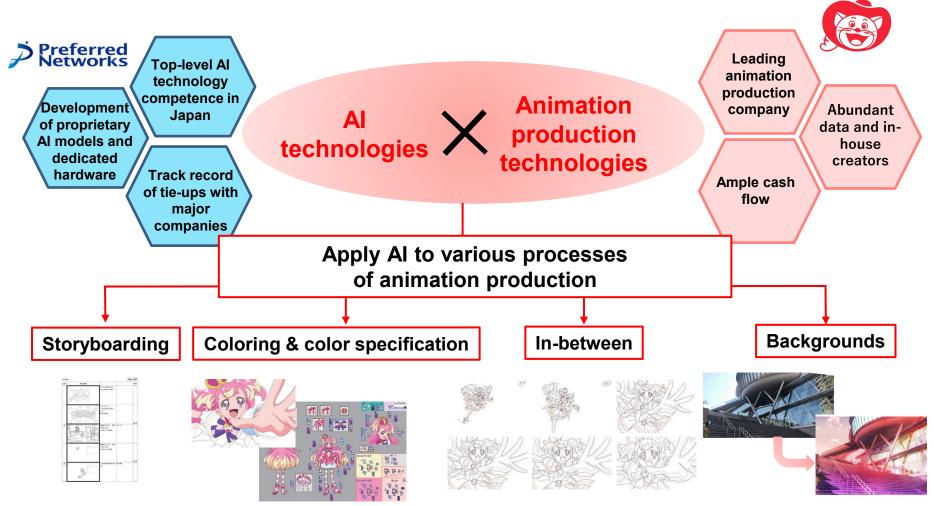
Comprehensive decision based on investment strategies and earnings performance



\*The Company carried out a 5 for 1 stock split on April 1, 2024. Figures calculated by assuming the stock split was carried out at the start of the relevant fiscal period and the dividend amount for FY2024.3 earlier indicates the actual amount in brackets.

## **Investment in Preferred Networks, Inc.**

- We have invested in Preferred Networks, Inc., a company with cutting-edge AI technologies.
- With an eye on launching a joint venture, we will seek to co-develop new business opportunities and improve the efficiency and quality of our production, capitalizing on synergies between AI and animation production technologies.



Use cases: Al used to generate simple layouts and Shooting of the storyboards

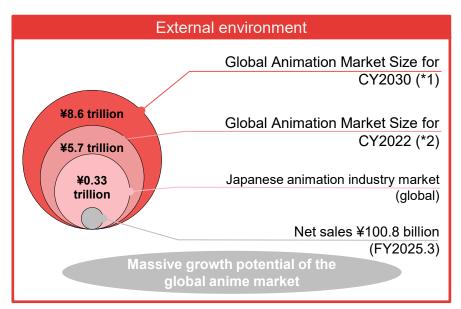
Use cases: Al used to specify colors and automatically correct colors

Use cases: Al used to automatically correct line drawings and generate in-betweens

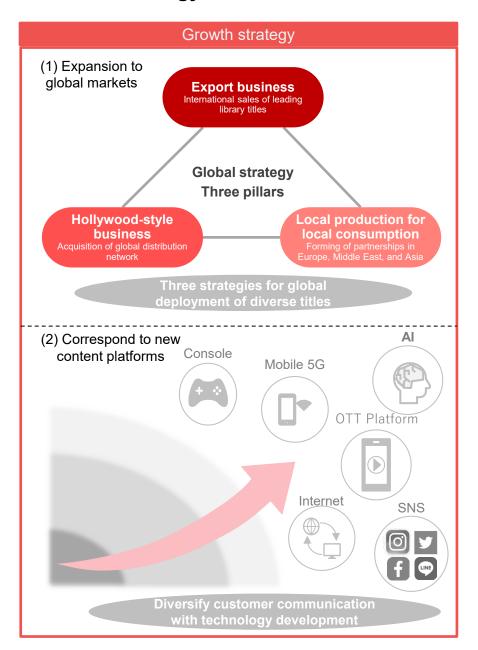
Use cases: Al used to generate backgrounds from a photo



## **Understanding of External Environment and Growth Strategy**







<sup>\*1:</sup> Calculated based on Statista "Size of the animation market worldwide from 2020 to 2030\_statista" (published March 2022)

## Overseas Strategy (1) (Export-Business)



"DRAGON BALL" theme park

under construction in Saudi Arabia

## **Export Business**



## Achieve greater global recognition by enhancing promotion in North America

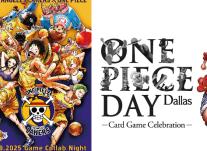






Qiddiya





**ONE PIECE DAY in Dallas** LA LAKERS × ONE PIECE

XSite area: Approx. 500,000 sq. meters



Another case of IP evergreening in making with offering of overseas events, new games and animation works





**New Animation** Series



**New Game** 



ガールズ バンドクライ

Big local success achieved in China and looking to expand into other areas

TOGENASHITOGEARI LIVE in Shang-hai

Las Vegas "Sphere" × ONE PIECE





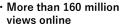
## Overseas Strategy (2) (Hollywood-style, local production for local consumption)

**Local Production for Local Consumption Business** 



## China

#### Spicy Candy



- More than 900,000 fans acquired
- Continue to tie up with major companies including House Food Corporation



New Hana no Ko Lunlun |

- A remake of "HANA NO KO LUNLUN," a Japanese TV show
- Co-produced with **Tencent Video**
- To be released for streaming in 2025

Hollywood-style **Business** 

"Hypergalactic: MONKEY QUEST," released on Roblox









→ Promote UGC creation to build a fan base at an early stage and thereby increase public recognition

→ Aim to expand not only within China but also into other Chinese speaking countries

> Local Production for Local **Consumption Business**



## Saudi-Arabia



#### Asateer2

- Produced in collaboration with **Manga Productions**
- A total of 13 episodes was broadcasted on TV Tokyo from November 2024

Local Production for Local **Consumption Business** 



#### France



#### Le College Noir

- Produced in collaboration with the upandcoming French 2D animation studio "Studio La Cachette"
- The future development of the project is under consideration

Local Production for Local **Consumption Business** 



#### Korea



#### 「GOSU

- · Co-produced with "Studio N" and "Studio Mir", popular content studios in Korea
- · A hugely popular manga on Naver Webtoon with over 1.4 billion views globally has been under production for animated

#### Title Portfolio

From FY2025

#### Overseas market

About  $14_{\text{titles}}$ ,  $20.4_{\text{billion yen}}$ 

- Large IP projects

About  $10_{\text{titles}}$ ,  $10.5_{\text{billion yen}}$ 

- Local production for local consumption model projects
- Hollywood-style model projects
- Overseas studio collaboration model projects

**Existing IPs** 

New / Library IPs

About 26 titles, 16.3 billion yen

- Original projects for kids
- Children's book projects
- Movie projects for grown-ups

About 22 titles, 7.5 billion yen

- High-end CG projects TV projects for kids
- Project with committee participation
- Other media projects

#### Japanese market

	FY2025		FY2026		FY2027 onwards	
	Movies	Series	Movies	Series	Movies	Series
New/Library IPs for world	0 title	4 titles	1 title	1 title	2 titles	2 titles
Existing IPs for world	0 title	3 titles	0 title	3 titles	2 titles	6 titles
Existing IPs for Japan	1 title	5 titles	2 titles	3 titles	5 titles	10 titles
New/Library IPs for Japan	3 titles	9 titles	1 title	3 titles	3 titles	3 titles

<sup>\*</sup> The amounts are investments for the titles

<sup>\*</sup> The titles and amounts are forecasts as of April 30 and are subject to change

## Initiatives Aimed for Medium- to Long-Term Growth (Development of Titles)

## **Activation of existing IP**

# Large IP projects THE ONE PIECE! **FONE PIECE!** (production studio: WIT STUDIO) Projects for kids 「You and Idol Precure ♪」 [Butt Detective] Other works 「GeGeGe no Kitaro」

**FDIGIMON BEATBREAK!** 

## **Creating new IP / Library IPs**



## TOEI ANIMATION CO.,LTD.



[Precautions regarding outlook]

The contents described in this material are based on judgments and assumptions made with reference to information available as of the time of writing. The Company does not warrant that estimated figures, strategies or measures will necessarily be achieved.

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