

Capcom Co., Ltd. (TSE Prime, 9697)

> **1st Quarter Report** Fiscal year ending March 31, 2025

Capcom Public Relations & Investor Relations Section

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Forward-looking Statements

Strategies, plans, outlooks and other statements that are not historical facts are based on assumptions that use information currently available and reasonable judgments. Actual performance may be significantly different from these statements for a number of reasons.

In the entertainment industry, which includes Capcom, performance may be highly volatile because of diverging user needs and other changes in market conditions.

Factors that can affect Capcom's performance include: (1) the number of hit titles and sales volume in the Home Video Game Business, which accounts for the majority of sales; (2) progress in developing home video games; (3) consumer demand for home video game consoles; (4) sales outside Japan; (5) changes in stock prices and exchange rates; (6) alliances with other companies concerning product development, sales and other operations; and (7) changes in market conditions; (8) natural disasters, disease outbreaks, economic crises and other unforeseeable events. Please note that this is not a complete list of factors that can influence Capcom's operating results.



Major Takeaways

Q1 Results

- All business segments outperformed the company's plan
- Ongoing pricing strategy drives solid start for catalog title sales, especially for major IP
- Sales and profit grew YoY in Amusement Equipments and Arcade Operations businesses

Full-Year Business Plan

- Results weighted to H2 due to release timing of new titles
- Good progress toward achieving full-year plan

(100 million yen)

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	2023/6	YoY	2024/6	YoY	Difference			25/3 Pla	n	I	
						H1	YoY	H2	YoY	2025/3 Plan	YoY
Net sales	438	74%	295	-33%	-142	570	-24%	1,080	39%	1,650	8%
Operating income	240	99%	128	-46%	-111	200	-41%	440	89%	640	12%
Operating margin	54.8%	-	43.5%	-	-	35.1%	-	40.7%	-	38.8%	-
Ordinary income	258	102%	134	-48%	-123	190	-48%	440	89%	630	6%
Net income attributable to owners of the parent	181	102%	99	-45%	-81	140	-45%	320	77%	460	6%

*YoY indicates percent change from the same term of the previous year





Aiming for 12 consecutive years of OP growth

driven by steady growth of Digital Contents business

	21/3	YoY	22/3	ΥοΥ	23/3	ΥοΥ	24/3	YoY	25/3 Plan	YoY	Difference
Net sales	953	17%	1,100	16%	1,259	14%	1,524	21%	1,650	8%	125
Operating income	345	52%	429	24%	508	18%	570	12%	640	12%	69
Operating margin	36.3%	-	39.0%	-	40.3%	-	37.5%	-	38.8%	-	-
Ordinary income	348	52%	443	27%	513	16%	594	16%	630	6%	35
Net income attributable to owners of the parent	249	56%	325	31%	367	13%	433	18%	460	6%	26

*YoY indicates percent change from the same term of the previous year

Expect increased sales and profit due to digital sales growth in the Consumer sub-segment

- Earnings per share forecast: ¥109.98
- Dividend forecast: interim dividend of ¥18 and year-end dividend of ¥18 resulting in a ¥36 dividend for the fiscal year

*With an effective date of April 1, 2024, the Company performed a 2-for-1 split of its common stock.



(100 million yen)

FY6/24 Net Sales/Operating Income (by segment)

(100 million yen)

													(100	. ,
		20/6	ΥοΥ	21/6	YoY	22/6	ΥοΥ	23/6	YoY	24/6	YoY	Difference	25/3 Plan	YoY
Net sal	es	237	32%	484	104%	252	-48%	438	74%	295	-33%	-142	1,650	8%
	Digital Contents	214	54%	439	105%	198	-55%	378	91%	214	-44%	-164	1,250	4%
	Arcade Operations	11	-56%	23	102%	32	38%	41	25%	48	18%	7	220	14%
	Amusement Equipments	1	-20%	12	608%	6	-49%	8	38%	22	147%	13	127	41%
	Other Businesses	8	-14%	8	-5%	14	73%	9	-33%	10	13%	1	53	26%
Operat	ing income	107	39%	236	120%	120	-49%	240	99%	128	-46%	-111	640	12%
	Digital Contents	118	53%	244	107%	125	-49%	246	97%	128	-48%	-118	669	12%
	Arcade Operations	-5	-	-0	-	1	-	3	102%	5	37%	1	21	12%
	Amusement Equipments	0	-47%	2	242%	2	11%	6	151%	10	60%	4	48	17%
	Other Businesses	5	-20%	4	-6%	8	70%	4	-40%	6	34%	1	16	81%
	Adjustments*	-11	-	-15	-	-17	-	-21	-	-21	-		-114	
Opera	ting margin	45.2%	-	48.7%	-	47.8%	-	54.8%	-	43.5%	-	-	38.8%	-
Ordina	ary income	106	38%	238	125%	128	-46%	258	102%	134	-48%	-123	630	6%
	come attributable to s of the parent	78	44%	173	122%	90	-48%	181	102%	99	-45%	-81	460	6%

*Adjustments include unallocated corporate operating expenses. The corporate operating expenses, which do not belong to any reportable segment, mainly consist of administrative expenses. *YoY indicates percent change from the same term of the previous year.

- All business segments outperformed plan, making good progress toward achieving full-year target; YoY net sales and operating income growth in Arcade Operations, Amusement Equipments, and Other Business
- Ordinary income includes foreign exchange gain of ¥620 million



■ FY6/24 Balance Sheet/Statement of Cashflows (Summary)

Datatice Sheet									(100		ion yen)
Assets	21/3	YoY	22/3	YoY	23/3	YoY	24/3	YoY	24/6	YoY	Difference
Cash on hand and in banks	712	9%	1,072	51%	1,021	-5%	1,251	23%	1,275	2%	23
Notes receivable - trade & Accounts receivable - trade	250	57%	-	-	-	-	-	-	-	-	-
Accounts receivable - trade	-	-	74	-	249	237%	253	2%	136	-46%	-117
Work in progress for game software	244	15%	311	28%	385	24%	390	24%	449	15%	58
Others	429	6%	415	-3%	517	25%	538	4%	547	2%	8
Total assets	1,637	14%	1,873	14%	2,173	16%	2,434	12%	2,407	-1%	-26
Liabilities											
Notes and accounts payable - trade & Electronically recorded monetary liabilities	37	-37%	36	-3%	55	54%	43	-22%	38	-11%	-4
Deferred income	66	-13%	89	34%	54	-39%	6	-87%	5	-18%	-1
Others	325	8%	283	-13%	452	60%	433	-4%	377	-13%	-56
Total liabilities	429	-2%	408	-5%	562	38%	483	-14%	421	-13%	-62
Total net assets	1,207	21%	1,464	21%	1,611	10%	1,950	21%	1,986	2%	35
Total liabilities and net assets	1,637	14%	1,873	14%	2,173	16%	2,434	12%	2,407	-1%	-26
						-				-	-

*YoY indicates percent change from the end of the previous year

Statement of Cashflows

					(,,
	20/6	21/6	22/6	23/6	24/6	Difference
Cash flows from operating activities	80	343	-55	129	94	-35
Net income before income taxes	106	238	128	258	136	-122
Increase (decrease) in notes and accounts receivable - trade	88	106	-101	84	118	33
Decrease (increase) in work in progress for game software	-5	50	-46	-12	-58	-45
Increase (decrease) in deferred revenue		14	38	-39	-1	38
Cash flows from investing activities	-20	-20	-13	-18	-8	10
Cash flows from financing activities	-29	-50	-62	-87	-94	-6
Cash and cash equivalents at beginning of year	596	640	956	894	1,090	196
Cash and cash equivalents at end of quarter	626	914	851	947	1,102	155

Balance Sheet

(100 million yen)

(100 million ven)



Q1 results outperform company plan

Making good progress toward achieving full-year plan

Digital Contents Performance

22/6 23/6 24/6 2025/3 Plan 20/6 21/6 YoY YoY YoY YoY YoY 439 105% 198 378 214 214 -44% 1,250 Net sales 54% -55% 91% Consumer breakdown Package sales 184 207% 89 207% 60 29 24 -73% 144 82% -84% Digital sales (incl. digital license) 143 246 163 285 178 1,066 42% 72% -34% 75% -38% **Digital license portion** 5 0 19 2 -90% 22 280% 10 400% 203 430 112% 192 374 203 1,211 **Consumer total** -55% 52% 95% -46% -5 -38 40 1 -98% Deferred revenue portion **Mobile Contents** 9 6 39 11 120% 4 10 -18% -33% -33% 150% 118 244 107% 125 246 128 669 **Operating income** 53% -49% 97% -48% 55.0% 55.7% 63.1% 65.2% 59.9% 53.5% **Operating margin**

*Digital license indicates income from providing content etc. to online platforms. *Deferred revenue indicates the variance between deferred revenue and reversed revenue stemming primarily from the release of free downloadable content that typically follows the release of a full game. *YoY indicates percent change from the same term of the previous year.

Units Sales by Hardware

22/6 2025/3 Plan 20/621/6 23/6 24/6 Share Share Share Share Share PC units (digital) 2,750 30% 3,900 29% 5,850 6,150 4,915 52% 50% 46% Console units (digital) 4,600 5,200 4,550 5,450 3,911 50% 39% 39% 40% 41% 4,200 32% 1,900 14% Package units 1,850 20% 1,300 708 3,400 11% 7%





(thousand units)

(100 million yen)

New title unit sales expected to be weighted to H2

Catalog unit sales off to a solid start

Unit Sales for the 3 Months (Consumer)

(units in thousands) 2020/6 2021/6 2022/6 2023/6 2025/3 Plan 2024/6 Titles sold / 297 / 206 283 / 224 240 / 214 290 / 198 299 / 200 sales regions YoY YoY YoY YoY YoY YoY Total unit sales 9,200 13,300 11,700 13,500 9,534 50,000 111.5% 44.6% -12.0% 15.4% -29.4% 8.9% Share YoY Share Share YoY YoY Share YoY Share YoY Share YoY 8,100 113.2% 10,800 81.2% 8,700 10,800 7,819 41,500 88.0% 33.3% 74.4% -19.4% 80.0% 24.1% 82.0% -27.6% 83.0% 8.9% Overseas units 3,000 2,700 8,500 Japan units 1,100 12.0% 100.0% 2,500 18.8% 127.3% 25.6% 20.0% 20.0% -10.0% 1,715 18.0% -36.5% 17.0% 9.1% 68.4% 10,400 11,600 -23.9% 46,600 7,350 79.9% 129.7% 9,100 23.8% 88.9% 14.3% 85.9% 11.5% 8,826 92.6% 93.2% 12.7% Digital units Physical units 1,850 20.1% 60.9% 4,200 31.6% 127.0% 1,300 11.1% -69.1% 1,900 14.1% 46.2% 708 7.4% -62.7% 3,400 6.8% -25.1% Catalog units 6,600 71.7% 69.2% 8,800 66.2% 33.3% 9,000 76.9% 2.3% 9,800 72.6% 8.9% 9,260 97.1% -5.5% 37,000 74.0% 1.9% New units 2,600 28.3% 477.8% 4,500 33.8% 73.1% 2,700 23.1% -40.0% 3,700 27.4% 37.0% 274 2.9% -92.6% 13,000 26.0% 35.5% Major titles Monster Hunter Stories (port) Street Fighter 6 Monster Hunter Stories (port) Monster Hunter Stories 2: **Resident Evil 3 Resident Evil Village** MegaMan Battle Network Legacy New Monster Hunter Rise: Sunbreak Monster Hunter Stories 2: Wings of Ruin (port) Collection Vol. 1 & Vol. 2 Wings of Ruin (port) Kunitsu-Gami: Path of the Goddess Monster Hunter: World **Resident Evil 4** Monster Hunter Rise Monster Hunter Rise Monster Hunter World: Iceborne Monster Hunter World: Iceborne Contunue to grow catalog unit Resident Evil 7 biohazard Monster Hunter Rise: Sunbreak Devil May Cry 5 Resident Evil 2 Monster Hunter Rise sales via key brands: Resident Dragon's Dogma: Dark Arisen Catalog Monster Hunter World: Iceborne Resident Evil 2 Resident Evil 7 biohazard Monster Hunter Rise: Sunbreak Evil, Monster Hunter, Street Resident Evil 2 Street Fighter V Resident Evil 3 Monster Hunter: World Resident Evil 4 Fighter, Dragon's Dogma, etc. Resident Evil 3 Monster Hunter: World Monster Hunter Rise Street Fighter 6

*New titles: titles released in the current fiscal year; Catalog titles: titles released in the previous fiscal year or earlier. *Includes distribution titles. *YoY indicates percent change from the same term of the previous year.



Focused on long-term sales of catalog titles via pricing strategies

while releasing existing titles on additional platforms

3 Months Highlights (Consumer)

- Released titles such as *Monster Hunter Stories* for additional platforms on June 14
- Grew sales for catalog titles, especially major IPs such as the *Monster Hunter* series

• FY24 Top Title Unit Sales

-	(thousand units)						
Title	FY24	Lifetime					
Monster Hunter: World ^{*1}	998	26,323					
Monster Hunter World: Iceborne	819	13,419					
Monster Hunter Rise	725	15,459					
Monster Hunter Rise: Sunbreak	672	8,420					
Resident Evil 4 ^{*2}	483	7,664					
Street Fighter 6	469	3,774					
Dragon's Dogma 2	461	3,084					

(thousand units)



New release Monster Hunter Stories (port)



Catalog title Monster Hunter World: Iceborne

Figures in the above list reflect totals that include ports to additional platforms following initial title release

*1 Includes sales of Monster Hunter World: Iceborne Master Edition

*2 Includes sales of Resident Evil 4 Gold Edition



Sales and profit up due to efficient

operations of existing store

3 Months Business Results

	20/6	YoY	21/6	YoY	22/6	YoY	23/6	YoY	24/6	YoY	25/3 Plan
Net sales	11	-56%	23	102%	32	38%	41	25%	48	18%	220
Operating income	-5	-	-0	-	1	-	3	102%	5	37%	21
Operating margin	-	-	-	-	5.7%	-	9.1%	-	10.6%	-	9.5%
Same store sales	37%	-	214%	-	130%	-	109%	-	111%	-	102%

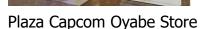
*YoY indicates percent change from the same term of the previous year

Number of Stores

24/3 21/3 22/3 23/3 24/6 25/3 Plan New stores 2 5 1 4 2 **Closed stores** 0 2 0 0 1 0 41 42 45 49 51 56 Total

3 Months Highlights

- Opened Plaza Capcom Oyabe Store (Toyama prefecture) on April 26
- Opened new areas, such as Capsule Lab at the Ikebukuro Store on May 17





(stores)

(100 million yen)

Sales and profit up from sales of

new title that features popular IP

3 Months Business Results

										•	
	20/6	YoY	21/6	YoY	22/6	YoY	23/6	YoY	24/6	YoY	25/3 Plan
Net sales	1	-20%	12	608%	6	-49%	8	38%	22	147%	127
Operating income	0	-47%	2	242%	2	11%	6	151%	10	60%	48
Operating margin	39.2%	-	19.0%	-	41.6%	-	75.5%	-	48.8%	-	37.8%

*YoY indicates percent change from the same term of the previous year

Pachislo Sales Volume

	20/6	YoY	21/6	YoY	22/6	YoY	23/6	YoY	24/6	YoY	25/3 Plan
New titles	0	-	1	-	1	-	0	-	1	-	4
Sales (thousand units)	-	-	6	-	2.7	-55%	3	11%	5.9	97%	41.5

*YoY indicates percent change from the same term of the previous year. *Includes catalog title sales

3 Months Highlights

 Total 5,900 units sold (FY6/23: 2 machines, 3,000 units sold (includes catalog title sales))

New release *Street Fighter V Chosensha No Michi* sold 5,500 units Licensing fees contributed to segment operating income



(100 million yen)

Smart Slot Street Fighter V Chosensha no Michi



Promoted Single Content Multiple Usage strategy

in conjunction with game sales

3 Months Business Results

										(100	million yen)
	20/6	YoY	21/6	YoY	22/6	YoY	23/6	YoY	24/6	YoY	25/3 Plan
Net sales	8	-14%	8	-5%	14	73%	9	-33%	10	13%	53
Character	7	-	7	0%	13	86%	9	-31%	10	11%	47
eSports/Media	1	-	1	0%	1	0%	0	-58%	0	0%	6
Operating income	5	-20%	4	-6%	8	70%	4	-40%	6	34%	16
Character	5	-	5	0%	9	80%	6	-33%	7	17%	31
eSports/Media	-0	-	-0	-	-1	-	-2	-	-1	-	-15
Operating margin	58.1%	-	57.9%	-	57.0%	-	51.0%	-	60.5%	-	30.2%

*Beginning FY23/6, business results for Media have been incorporated with eSports. This change has been reflected in the above full year FY24/3 plan and business results for previous years. *YoY indicates percent change from the same term of the previous year.

3 Months Highlights

- Carried out various events and collaborations in conjunction with the *Monster Hunter* series 20th anniversary
- Announced that esports tournament Capcom Cup 11, which features \$1 million grand prize, will be held at *Ryogoku Kokugikan* arena in Japan
- *Street Fighter 6* selected for the Esports World Cup, which is scheduled to be held in Saudia Arabia starting in July



Profit and Loss Sheet

(100	million	yen)
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											(100 million yen)
	2021/3	YoY	2022/3	YoY	2023/3	YoY	2024/3	YoY	2025/3 plan	YoY	2024/6
Net Sales	953	16.8%	1,100	15.5%	1,259	14.4%	1,524	21.0%	1,650	8.3%	295
Gross Profit	527	28.8%	613	16.3%	738	20.4%	846	14.7%	-	-	184
Margin (%)	55.3%	-	55.7%	-	58.6%	-	55.5%	-	-	-	62.5%
Sales and G&A Expenses	181	0.1%	184	1.5%	230	25.0%	275	19.8%	-	-	56
Operating Income	345	51.6%	429	24.0%	508	18.4%	570	12.3%	640	12.1%	128
Margin (%)	36.3%	-	39.0%	-	40.3%	-	37.5%	-	38.8%	-	43.5%
Ordinary Income	348	51.8%	443	27.2%	513	15.9%	594	15.7%	630	6.0%	134
Margin (%)	36.6%	-	40.3%	-	40.8%	-	39.0%	-	38.2%	-	45.6%
Net income attributable to owners of the parent	249	56.3%	325	30.6%	367	12.9%	433	18.1%	460	6.1%	99
Margin (%)	26.1%	-	29.6%	-	29.2%	-	28.5%	-	27.9%	-	33.7%

• Sales and Profit by Business Segments

(100 million yen)

		2021/3	YoY	2022/3	YoY	2023/3	YoY	2024/3	YoY	2025/3 plan	YoY	2024/6
	Net Sales	753	25.6%	875	16.3%	981	12.1%	1,198	22.1%	1,250	4.3%	214
5	Operating Income	370	53.2%	453	22.6%	535	18.0%	598	11.8%	669	11.8%	128
	Margin (%)	49.1%	-	51.8%	-	54.5%	-	49.9%	-	53.5%	-	<u>59.9%</u>
	Net Sales	98	-18.4%	124	25.7%	156	25.8%	193	23.9%	220	13.7%	48
Arcade Operations	Operating Income	1	-87.7%	6	337.6%	12	88.2%	18	52.2%	21	12.4%	5
	Margin (%)	1.5%	-	5.3%	-	7.9%	-	9.7%	-	9.5%	-	10.6%
	Net Sales	70	8.5%	57	-18.9%	78	35.7%	90	15.6%	127	40.8%	22
Amusement Equipments	Operating Income	24	15.4%	23	-2.5%	34	46.2%	41	19.9%	48	16.6%	10
	Margin (%)	33.9%	-	40.8%	-	44.0%	-	45.6%	-	37.8%	-	48.8%
	Net Sales	30	0.9%	43	43.4%	43	-0.1%	42	-3.6%	53	26.1%	10
Others	Operating Income	9	81.4%	15	53.7%	14	-5.5%	8	-38.4%	16	81.2%	6
	Margin (%)	32.4%	-	34.7%	-	32.9%	-	21.0%	-	30.2%	-	60.5%

*YoY indicates percent change from the same term of the previous year



4-1. Supplement: Summary of Major Financial Information (2)

Promotional Expense										(1	.00 million yer
	20/6	YoY	21/6	YoY	22/6	YoY	23/6	YoY	24/6	YoY	2025/3 pla
Consolidated	7	-14.3%	14	100.8%	7	-48.1%	20	166.8%	9	-55.0%	9
Number of Stores											(store
	20/6	YoY	21/6	YoY	22/6	YoY	23/6	YoY	24/6	YoY	2025/3 pla
Consolidated	40	8.1%	41	2.5%	43	4.9%	47	9.3%	51	8.5%	5
Capital Expenditure										(1	.00 million ye
	20/6	YoY	21/6	YoY	22/6	YoY	23/6	YoY	24/6	YoY	2025/3 pla
Consolidated	9	14.2%	20	108.4%	13	-33.7%	18	32.1%	9	-44.7%	98
Depreciation	20/6	VoV	21/6	VoV	22/6	VoV	23/6	VoV	24/6		.00 million ye
	20/6	YoY	21/6	YoY	22/6	YoY	23/6	YoY	24/6	YoY	2025/3 pla
Consolidated	6	10.5%	6	-6.5%	7	24.4%	9	16.3%	10	18.0%	5
Number of Employees											(peopl
	20/6	YoY	21/6	YoY	22/6	YoY	23/6	YoY	24/6	YoY	2025/3 pla
Consolidated	3,202	6.6%	3,319	3.7%	3,350	0.9%	3,517	5.0%	3,715	5.6%	3,79
Consolidated Developers	2,312	7.1%	2,452	6.1%	2,494	1.7%	2,666	6.9%	2,810	5.4%	2,84
R&D Investment Cost	:									(1	.00 million ye
	20/6	YoY	21/6	YoY	22/6	YoY	23/6	YoY	24/6	YoY	2025/3 pla
R&D Investment Cost	62	-2.4%	73	18.8%	85	15.7%	92	8.3%	111	20.4%	53
Foreign Exchange Ra	ate (end of Ma	arch)									
	20/6	YoY	21/6	YoY	22/6	YoY	23/6	YoY	24/6	YoY	2025/3 pla
			110	2.8%	136	23.6%	145	6.6%	161	11.0%	13
USD/JPY	107	0.0%	110	2.8%	150	23.070	115	010 / 0	101	11.070	13



4-2. Supplement: Our Major IP

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Capcom owns a wealth of globally popular

brands originating from its games

Cumulative Unit Sales and Examples of Brand Utilization

• Resident Evil series: 160 million units



Resident Evil Village became the fastest title in the series to reach 10 million units after just 3 years

Street Fighter series: 55 million units



Akuma, the fourth Year 1 character for *Street Fighter 6* was released on May 22

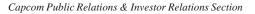
Monster Hunter series: 103 million units



Monster Hunter series was used in Capcom's Supporting Match for Cerezo Osaka in April as part of the series' 20th Anniversary activities

- Mega Man series:
- Devil May Cry series:
- *Dead Rising* series:
- Dragon's Dogma series:

- 42 million units
- 32 million units
- **17** million units
- 12 million units



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