



**Capcom Co., Ltd.**  
**(Tokyo Stock Exchange,**  
**First Section, 9697)**

**Financial Highlights**  
**in Fiscal Year ended March 31, 2015**

# 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 diversifying user needs and other changes in market conditions. Items 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) the popularity of 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. Please note that this is not a complete list of factors that can influence Capcom's operating results.**



## < Contents >

- 1. Consolidated Statements of Income . . . P3**
- 2. Consolidated Balance Sheets . . . P8**
- 3. Consolidated Cash Flows . . . P10**
- 4. Business Segments . . . P12**

# 1. Consolidated Statements of Income

# 1-1. Consolidated Statements of Income

## ■ Results in FY3/14 vs. FY3/15

(Million yen)

	2014/3	2015/3	Difference
Net sales	102,200	64,277	-37,923
Operating income	10,299	10,582	283
Ordinary income	10,946	10,851	-95
Net income	3,444	6,616	3,172

- Sales decreased but operating income was higher because of an improvement in profitability resulting mainly from cost cutting in the Digital Contents segment
- A big increase in net income because of the loss on restructuring in the previous fiscal year
- Net income per share was ¥117.67

# 1-1. Consolidated Statements of Income

## ■ FY3/15 Plan vs. Results

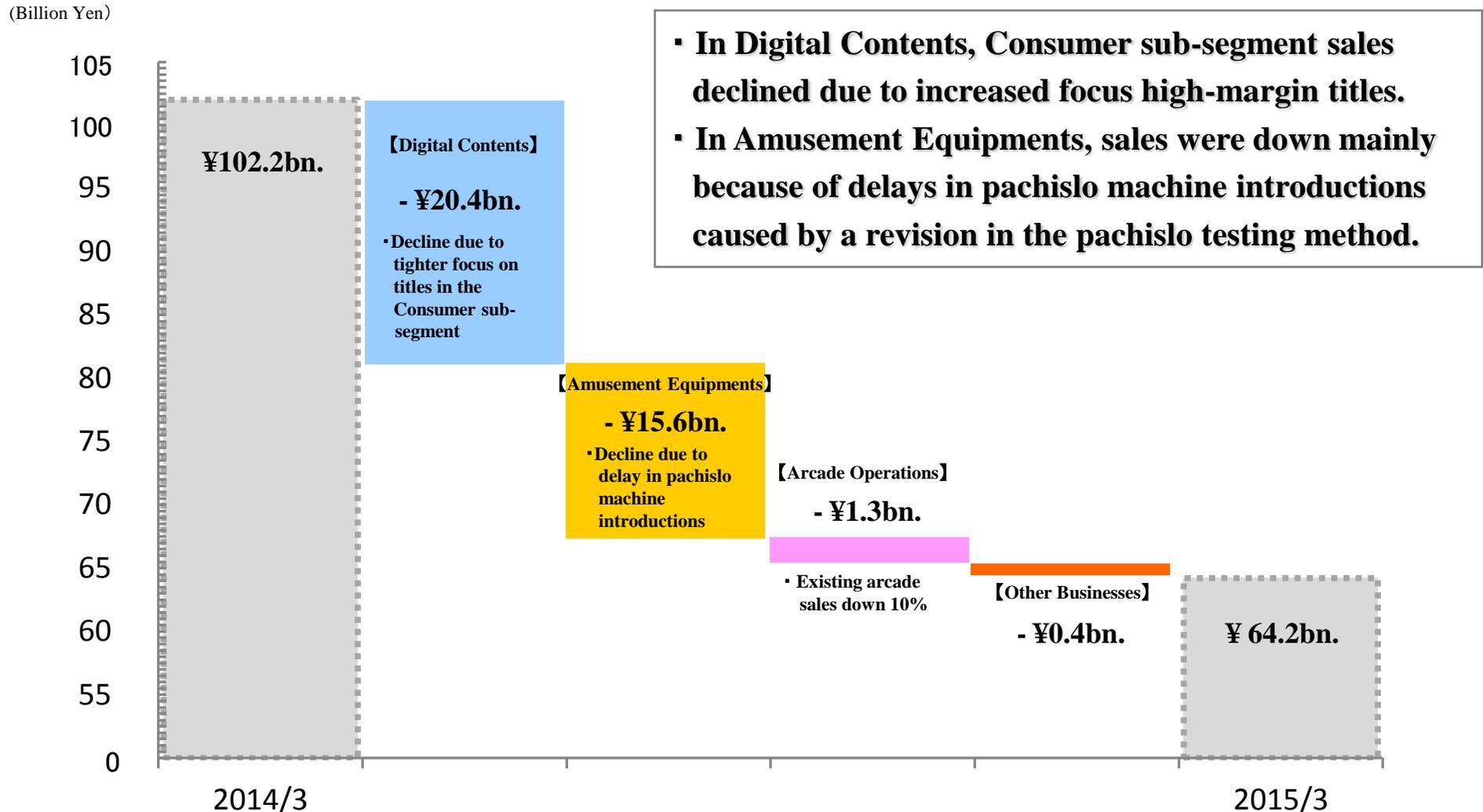
(Million yen)

	2014/3Plan	2015/3	Difference
Net sales	65,000	64,277	-723
Operating income	10,500	10,582	82
Ordinary income	10,700	10,851	151
Net income	6,800	6,616	-184

- Sales and earnings were generally in line with the revised forecast announced on January 9, 2015.

# 1-2. Point of Consolidated Statements of Income (1)

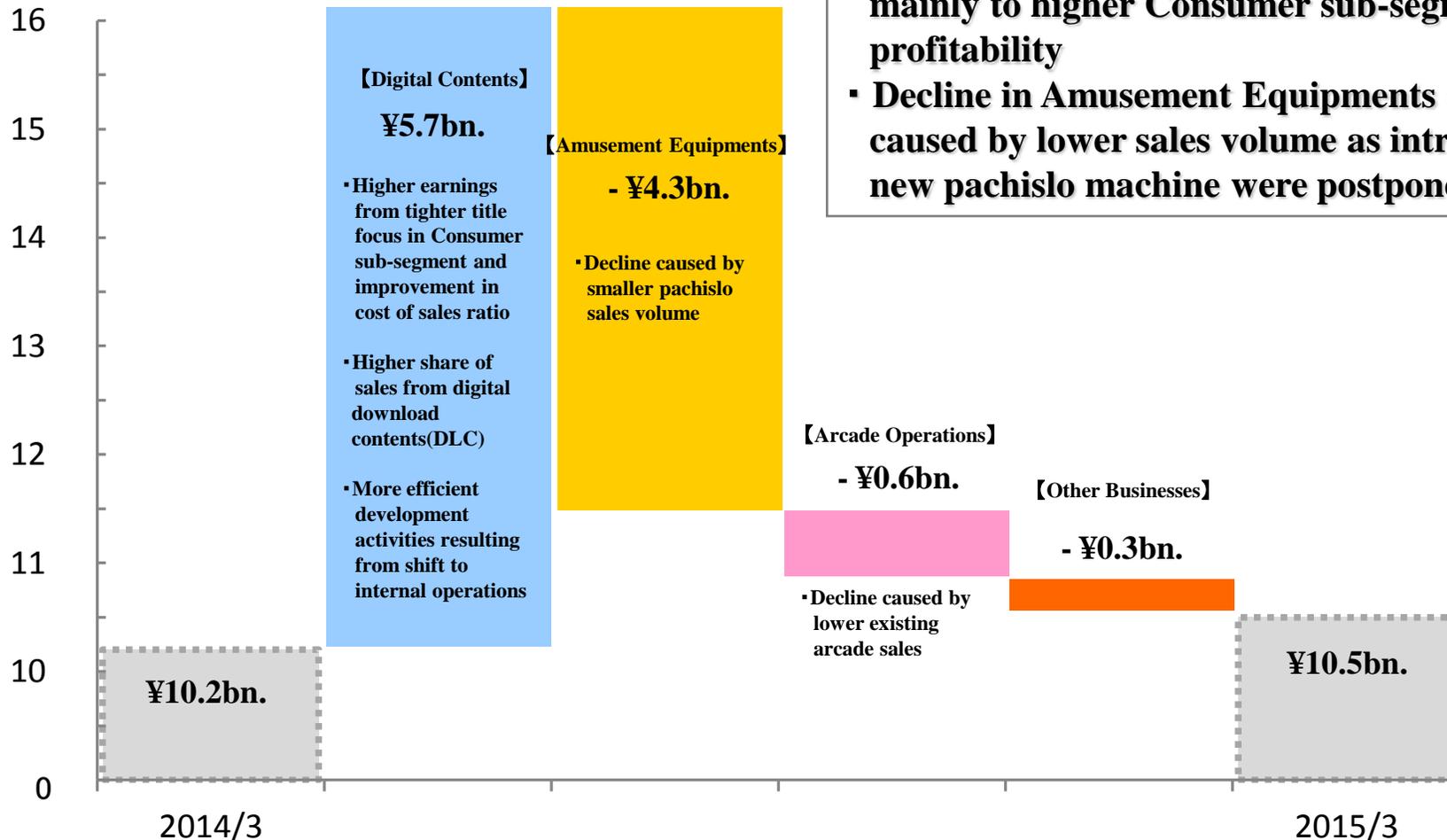
## 2015/3 Net Sales



# 1-2. Point of Consolidated Statements of Income (2)

## 2015/3 Operating Income

(Billion Yen)



- Big increase in Digital Contents earnings due mainly to higher Consumer sub-segment profitability
- Decline in Amusement Equipments earnings caused by lower sales volume as introductions of new pachislo machine were postponed

## 2. Consolidated Balance Sheets

## 2. Point of Consolidated Balance Sheets

### ■ Major Changes in Balance Sheet Items

(Million yen)

Assets	2014/3	2015/3	Difference
Notes and accounts receivable, trade	18,134	8,005	-10,129
Work-in-progress for game software	10,355	16,833	6,478
Online contents in progress	4,547	7,895	3,348

#### (1) Notes and accounts receivable, trade

- Decreased because of payments received for a pachislo machine launched at the end of the previous fiscal year

#### (2) Work-in-progress for game software / Online contents in progress

- Increased because of progress with the development of new titles

(Million yen)

Liabilities	2014/3	2015/3	Difference
Long-term borrowings	3,000	7,540	4,540

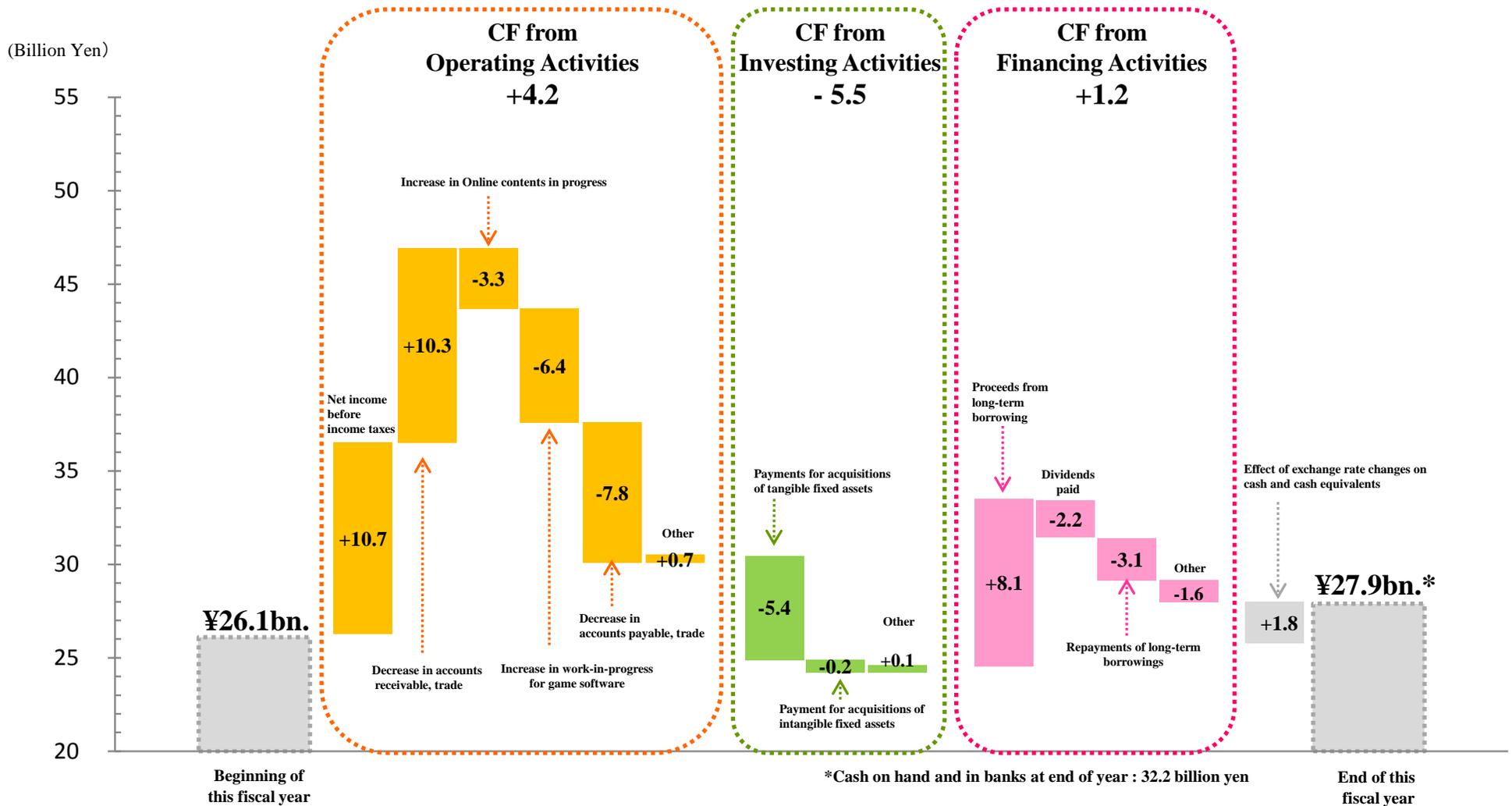
#### (3) Long-term borrowings

- Increased mainly because of loans to fund construction of the new content development building

# 3. Consolidated Cash Flows

# 3. Point of Consolidated Cash Flows

## 2015/3 Consolidated Cash Flows



## 4. Business Segments

## 4-1. Digital Contents

## 4-1. Digital Contents (1)

**Established a highly profitable development and sales framework due to cost reductions from more efficient internal title development and measures to increase download sales**

### ■ Digital Contents Highlights (Consumer)

#### ▪ Strong sales of core titles in Japan and overseas

⇒ “Monster Hunter 4G” (including “Monster Hunter 4 Ultimate”) global shipments of 3.4 million units

⇒ Shipments of “Resident Evil Revelations 2” surpass 1.1 million units

\*package sales and season pass sales for the download versions



“Monster Hunter 4 Ultimate”

#### ▪ Growth in download sales for new and current titles

⇒ Steady growth in sales of downloads of current repeat titles, mainly outside Japan

⇒ Started distribution of episodes for the new title “Resident Evil Revelations 2”

⇒ Digital download sales ratio in the Consumer rose to 25%

## 4-1. Digital Contents (2)

### Progress with sales of “Monster Hunter 4 Ultimate” and other titles associated with major game franchises

#### ■ FY2015 Sales of Major Titles (Consumer)

(Thousand units)

Platform	Title	Region	Date	Result
3DS	Monster Hunter 4G (including "Monster Hunter 4 Ultimate")	Japan	2014/10/11	3,400
		North America	2015/2/13	
		Europe	2015/2/13	
PS3/PS4 Xbox 360 Xbox One PC	Resident Evil Revelations 2	Japan	2015/2/25	1,100
		North America	2015/2/24	
		Europe	2015/2/25	
PS3/PS4 Xbox 360 Xbox One PC	Resident Evil (HD Remastered)	Japan	2014/11/27	900
		North America	2015/1/20	
		Europe	2015/1/20	

\* Result includes the full-game digital download sales

\*Japan includes sales in other Asian countries

\* Units of “Resident Evil Revelations 2” represents package sales and all season passes for digital download versions

\* Launch date of “Resident Evil Revelations 2” is distribution of the first episode

\* Disc version (PS3) of “Resident Evil(HD Remastered)” is only in Japan and Asia

## 4-1. Digital Contents (3)

**Number of titles and sales volume down but the download sales ratio increased to about 40%**

### ■ FY3/15 Unit Sales (Consumer)

(Thousand units)

	2013/3	2014/3	2015/3	Difference
<b>Titles</b>	46	42	33	-9
<b>Package</b>				
Japan	4,500	6,700	4,000	-2,700
North America	5,400	3,800	2,400	-1,400
Europe	3,600	1,900	1,300	-600
Asia	500	300	300	0
Package Total	14,000	12,700	8,000	-4,700
<b>Digital download contents</b>				
Full-game download	2,700	4,800	5,000	200
<b>Total</b>	16,700	17,500	13,000	-4,500

## 4-1. Digital Contents (4)

### Improved earnings of Mobile Contents and PC Other

#### **Digital Contents Highlights (Mobile Contents)**

- A moderate decline in sales due to the absence of new hit titles for the Capcom and Beeline brands, but rigorous cost controls improved profitability
- For the Capcom brand, “Monster Hunter Hunting Quest” and other existing titles contributed to sales
- For the Beeline brand, there were titles targeting women and families, such as “Snoopy’s Sugar Drop”

#### **Digital Contents Highlights (PC Other)**

- Consistent contribution from “Monster Hunter Frontier G” because of regular updates
- Launched the PC browser game “Monster Hunter Mezeoporuta Kaitakuki”

## 4-1. Digital Contents (5)

**Sales declined in all sub-segments but a big increase in earnings resulting from a lower cost of sales ratio mainly due to a higher digital download contents sales ratio**

### ■ Digital Contents Performance

(100 million yen)

	2012/3	2013/3	2014/3	Difference
Net sales	636	658	453	-205
Operating income	70	44	102	58
Operating margin	11.1%	6.8%	22.5%	—
<b>(Composition)</b>				
Package	407	433	262	-171
Digital Download Contents	52	97	90	-7
Consumer total	459	530	352	-178
Mobile Contents	110	65	41	-24
PC Other	67	63	60	-3

## 4-2. Arcade Operations

## 4-2. Arcade Operations

**Responded to challenges caused by the consumption tax hike with tight cost controls and measures to attract more customers**

### ■ Arcade Operations Highlights

- Many initiatives at existing arcades to improve efficiency  
⇒ Sales for existing arcades (cumulative) down 10% from the previous fiscal year

### ■ Number of Arcades

	(Facilities)		
	2013/3	2014/3	2015/3
New arcades	0	1	1
Closing arcades	3	2	1
<b>Total</b>	<b>34</b>	<b>33</b>	<b>33</b>

### ■ Arcade Operations Performance

	(100 million yen)			
	2013/3	2014/3	2015/3	Difference
Net sales	109	106	92	-14
Operating income	17	16	9	-7
Operating margin	15.6%	15.2%	10.2%	-
Year-to-Year Ratio of Existing arcades	95%	95%	90%	-



“Amusement arcade in MARK IS SHIZUOKA”

## 4-3. Amusement Equipments

## 4-3. Amusement Equipments

**Pachislo sales volume declined because of the revised testing method but efficient development and manufacturing operations raised earnings**

### ■ Pachinko&Pachislo Highlights

- **One highly profitable pachislo model made a big contribution to earnings**  
⇒ Sales of “Sengoku BASARA 3” were more than 20,000 units

### ■ Arcade Games Sales Highlights

- **Sold coin-operated games using Capcom content**  
⇒ Concentrated on repeat sales of coin-operated games as there were no major new products

### ■ Amusement Equipments Performance

(100 million yen)

	2013/3	2014/3	2015/3	Difference
Net sales	167	231	75	-156
Operating income	48	71	27	-44
Operating margin	29.1%	30.8%	36.3%	-

\* Pachinko & Pachislo is about 90% of net sales, and Arcade Games Sales about 10%



Pachislo Machine  
“Sengoku BASARA 3”

## 4-4. Other Business

## 4-4. Other Business

Continuing to use the Single Content Multiple Usage strategy as part of activities for the horizontal expansion of Capcom game content

### ■ Character Contents Highlights

- Developing strategic marketing of character products and books associated with home video games
- Using TV programs, stage shows and other activities to raise awareness of Capcom content among people who do not play video games
  - ⇒ The animation “Sengoku BASARA Judge End” aired in July 2014
  - ⇒ The stage show “Sengoku BASARA 4” from Oct. to Dec. 2014



TV animation "Sengoku BASARA Judge End"  
©CAPCOM / BASARA JE

### ■ Other Businesses Performance

(100 million yen)

	2013/3	2014/3	2015/3	Difference
Net sales	27	25	21	-4
Operating income	7	10	6	-4
Operating margin	27.3%	38.6%	30.8%	-



**CAPCOM**