



# **Summary of Financial Results for the Fiscal Year Ended March 31, 2023**

**Broadmedia Corporation**

**May 9, 2023**

The statements contained here indicate the Company's current plans, expectations, strategies, and beliefs. Any statements that are not historical facts are forward-looking statements regarding future business performance. This document contains forecasts determined by the Company's management based on information presently available. The Company asks that you do not rely completely on these forward-looking statements because actual business results may vary materially from these statements due to various risks and uncertain factors.

# **Summary of Financial Results for FY2022**

## **New Reporting Segments**

## **Financial Forecasts for FY2023**

## **Medium-to-Long-Term Initiatives**

## **Shareholder Return**

### **[Reference Documents]**

- **Consolidated Financial Results by Business Segment**  
Breakdown of revenue by income type
- **Other Topics**

# Consolidated Financial Results for FY2022

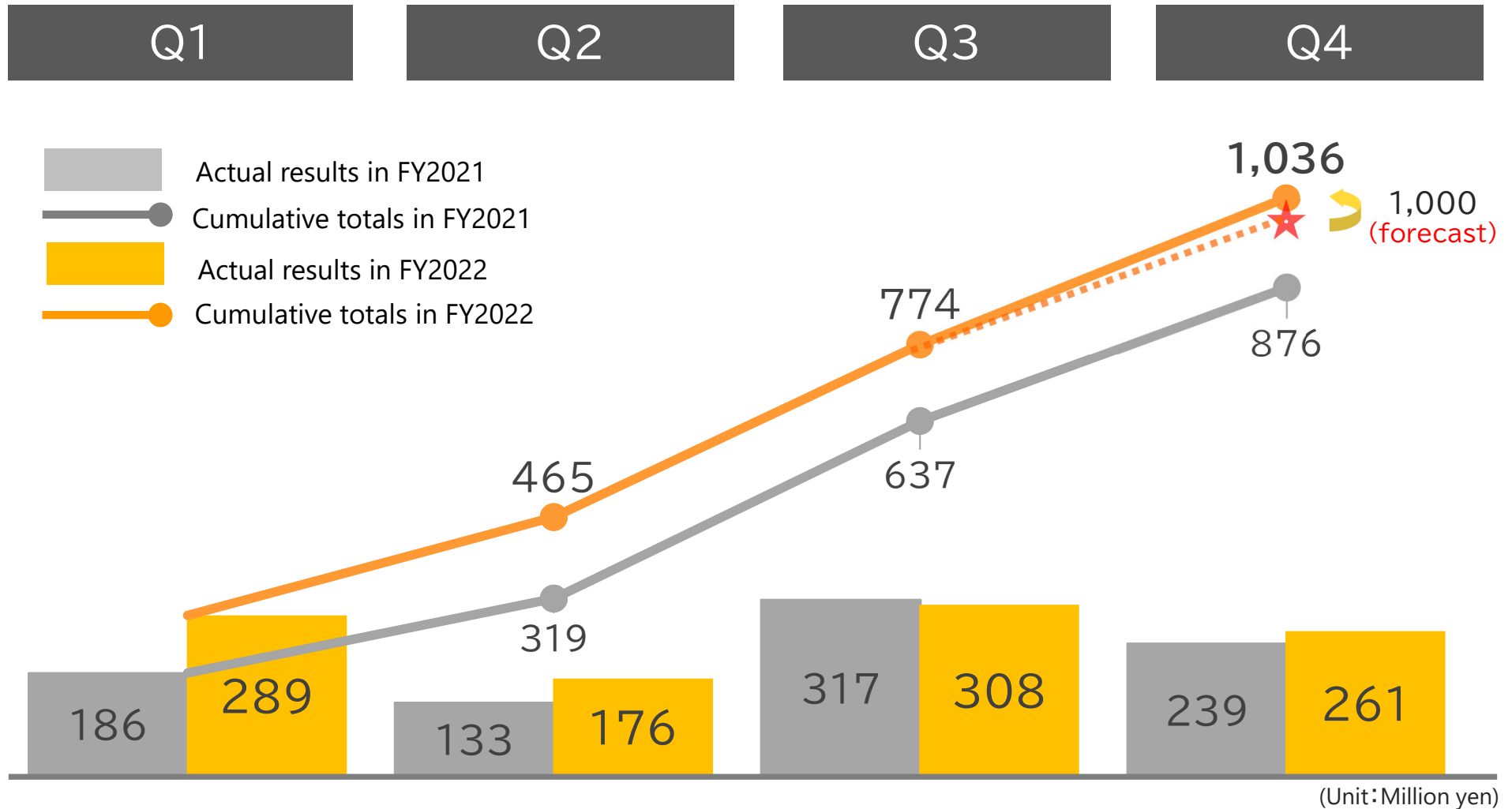


(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

	FY2021	FY2022	Difference	Rate of difference	Financial Forecasts (announced on Apr. 27)	Achievement ratio
Revenue	12,339	13,023	683	+6%	13,600	96%
Operating income	876	1,036	159	+18%	1,000	104%
Ordinary income	935	1,079	144	+15%	1,050	103%
Net income	1,011	1,110	99	+10%	1,050	106%

- ✓ Both revenue and income increased from the previous fiscal year.
- ✓ Revenue was slightly down but all income levels were above the full-year forecast.

# Changes in Operating Income (year over year)



Operating income in the third quarter was slightly below the previous fiscal year, but increased for the full-year since the results of the other quarters exceeded those in the previous fiscal year.

# Consolidated Financial Results by Business Segment



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

	Revenue			Operating income		
	FY2021	FY2022	Difference	FY2021	FY2022	Difference
Education	2,784	3,444	↑ 660	786	1,089	↑ 302
Studio & Content	3,008	2,658	↓ (349)	48	(88)	↓ (136)
Broadcast	2,641	2,518	↓ (122)	283	193	↓ (89)
Technology	3,694	4,213	↑ 518	406	508	↑ 102
Others	211	186	— ※2	35	(24)	— ※2
Corporate expenses				(682)	(642)	↑ 40
<b>Total</b>	<b>12,339</b>	<b>13,023</b>	<b>↑ 683</b>	<b>876</b>	<b>1,036</b>	<b>↑ 159</b>

\*1 From the Q1 of FY2022, the Others segment was established and a portion of the Technology segment was reclassified into the Others segment. Therefore, the results for FY2021 are shown after being reclassified under the new segment.

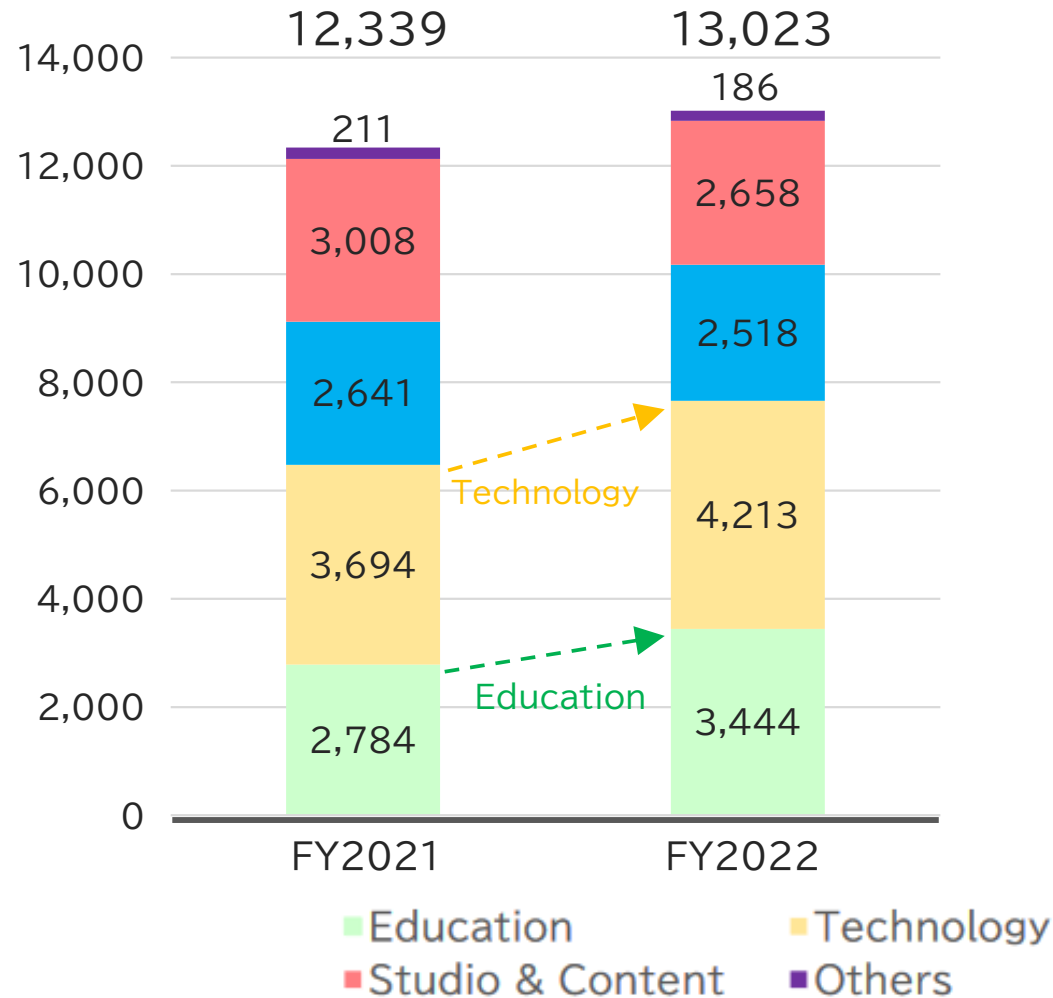
\*2 Difference in the Others segment is not mentioned due to lack of continuity of business subject to comparison.

# Consolidated Financial Results by Business Segment

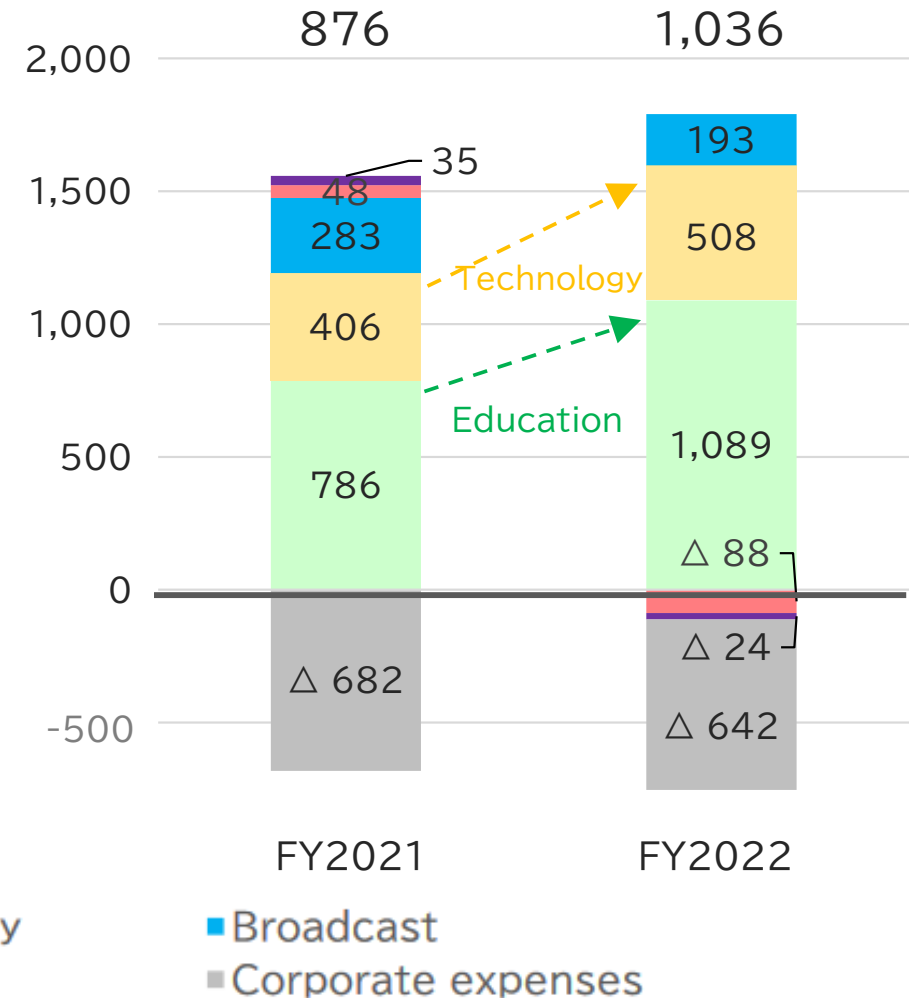


(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

## Revenue



## Operating Income



✓ "Education" and "Technology" continued to drive overall performance throughout the year.

# Consolidated Financial Results by Business Segment



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

	Revenue			Operating income		
	FY2021	FY2022	Difference	FY2021	FY2022	Difference
Education	2,784	3,444	660	786	1,089	302
			+24%			+38%

- ✓ The number of new students reached a record high in seven consecutive periods, resulting in growth in both revenue and income.
- ✓ The Hakata Campus and the Namba eSports Campus were established in April 2022. And the Ikebukuro Campus was established in April 2023. We continue to increase the number of locations.
- ✓ Responses to rapid growth such as the securing of teachers and increasing the enrollment limit are issues in the future.
- ✓ As a new business for Japanese language education, Renaissance Japanese Language Academy was opened in April 2023.

◆ Operation of online credit-based e-learning high schools

Renaissance High School Group

◆ Japanese Language Education

# Consolidated Financial Results by Business Segment



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

	Revenue			Operating income		
	FY2021	FY2022	Difference	FY2021	FY2022	Difference
Studio & Content	3,008	2,658	(349)	48	(88)	(136)
			(12%)			loss recorded

- ✓ In the production business, revenue remained at the same level as the same period of the previous year while income increased with the lowered cost rate.
- ✓ In digital media services, the loss increased due to a decline in advertising revenue.
- ✓ In the content licensing business, the deficit increased due to a decrease in Movie & TV Licensing to TV stations.
- ✓ The organization was reexamined and a business category conversion is in progress to improve performance and enable growth.
- ✓ The production business will be spun off as a new segment from FY2023 (next fiscal year, to be detailed later).

◆ Digital Media services

◆ Content licensing business

◆ Production business



# Consolidated Financial Results by Business Segment



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

	Revenue			Operating income		
	FY2021	FY2022	Difference	FY2021	FY2022	Difference
Broadcast	2,641	2,518	(122)	283	193	(89)
			(5%)			(32%)

- ✓ Both revenue and income dropped because the impact of the continued downward trend of subscription fee revenue cannot be eliminated completely while revenue from sponsors and Fishing Vision Club (VOD) sales expanded.
- ✓ Fishing Vision Club (VOD+α) is being developed into a business on par with Broadcast.

◆ "Fishing Vision",  
a channel dedicated to fishing programs

◆ "Fishing Vision VOD",  
a streaming service for multiple devices

# Consolidated Financial Results by Business Segment



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

	Revenue			Operating income		
	FY2021	FY2022	Difference	FY2021	FY2022	Difference
Technology	3,694	4,213	518	406	508	102
			+14%			+25%

- ✓ CDN (Akamai) services maintained good performance.
- ✓ Digital cinema services and CM online services grew steadily despite their small scale.
- ✓ From Q2 of the previous year, System Design Development Co., Ltd. joined the consolidated group, and contributed to the increase in revenue and operating income in the technology segment and system development within the group.

\*1 From Q1 of FY2022, the Others segment was established and a portion of the Technology segment was reclassified into the Others segment.

\*2 The results for FY2021 are shown after being reclassified under the new segment.

- ◆ Akamai (CDN) services
- ◆ Cloud solution services
- ◆ Digital cinema services
- ◆ Hospitality network
- ◆ System development
- ◆ Other solution services

# Consolidated Financial Results by Business Segment



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

	Revenue			Operating income		
	FY2021	FY2022	Difference	FY2021	FY2022	Difference
Others	211	186	—	35	(24)	—

- ✓ In network sales, sales plunged due to the suspension of activities for the acquisition of new customers.
- ✓ From this quarter, Broadmedia eSports Corporation joined the consolidated group. The business (income from prize money, distribution, sponsorship, etc.) is still in its early stage and posted a deficit.
- ✓ The Pocket Company will be consolidated from FY2023 (next fiscal year, to be detailed later).

\*1 From Q1 of FY2022, the Others segment was established.

\*2 The results for FY2021 are shown after being reclassified under the new segment.

\*3 Difference in the Others segment is not mentioned due to lack of continuity of business subject to comparison.

◆ Promotion of professional eSports

◆ Network sales

# Consolidated Financial Results by Business Segment



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

Operating income			
	FY2021	FY2022	Difference
Corporate expenses	(682)	(642)	40

6%  
cost decrease

- ✓ Costs decreased approximately 6% compared to the previous fiscal year.

- ◆ Operating costs for the administrative division of the Group headquarters (Broadmedia)
- ◆ Costs for supporting the entire Group (improving productivity and efficiency and enhancing governance, etc.)

# Consolidated Financial Position



## Condition of assets, liabilities, and net assets

(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

	FY2021	FY2022	Difference	Rate of difference
Total assets	8,940	9,948	1,008	+11%
Liabilities	4,329	4,498	168	+4%
Net assets	4,610	5,450	840	+18%
Shareholders' equity	3,466	4,300	833	+24%
Stock acquisition rights for non-controlling shareholders	1,143	1,149	6	+1%
Shareholders' equity ratio	39%	43%	—	—

### Total assets

While program accounts decreased, property, plant and equipment increased due to cash and deposits, deferred tax assets and capital investment, etc.

### Liabilities

While accounts payable and accrued taxes payable, etc. decreased, payable and advances received increased.

### Net assets

Net assets increased due to the posting of net income despite the dividends paid and treasury stock acquired.

# Consolidated Financial Position



Condition of Cash flow	FY2021	FY2022
Operating cash flow	1,934	1,429
Investing cash flow	42	(331)
Financing cash flow	(118)	(564)
Changes in cash and cash equivalents	1,876	547
Increase in cash and cash equivalents resulting from inclusion of subsidiaries	※2 56	※3 17
Year-end balance of cash and cash equivalents	5,301	5,866

(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

Note: \*1 The table above does not reflect the effects of the exchange rate change on cash and cash equivalents.

\*2 Increase due to new consolidation of System Design Development Co., Ltd.

\*3 Increase due to new consolidation of The Pocket Company.

## Operating cash flow

Increased 1,429 million yen mainly due to increased advances received and decreased inventory as well as income before income taxes of 907 million yen posted.

## Investing cash flow

Decreased 331 million yen, resulting mainly from asset acquisition for the expansion of sites in the high school correspondence course business and capital investment related to the broadcast business and production business.

## Financing cash flow

Decreased 564 million yen mainly due to dividend payment, the acquisition of treasury stock and the redemption of corporate bonds.

# Summary of Financial Results for FY2022

## **New Reporting Segments**

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## Shareholder Return

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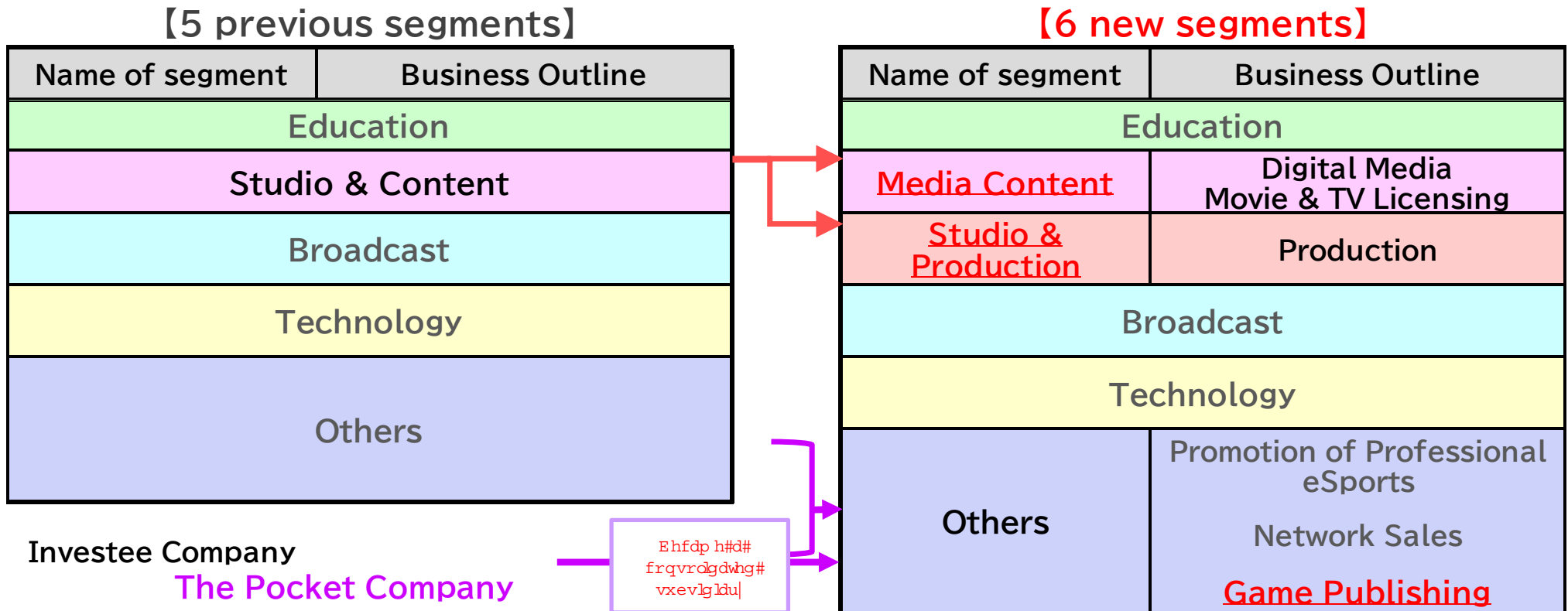
- **Consolidated Financial Results by Business Segment**  
Breakdown of revenue by income type
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# New Reporting Segments

New reportable segments applied from Q1 of FY2023.

⇒ The Studio & Content segment will be divided into 2 segments.

⇒ The Pocket Company, which we have invested in, will become a consolidated subsidiary in the Others segment.





# New Reporting Segments



- ◆ The Studio & Content segment was divided into the Media Content segment and the Studio & Production segment.
- ✓ The organization will be changed to respond to the environmental changes surrounding movie content.
- ✓ Expedite decision-making and establish a business promotion system geared toward greater mobility.

- ◆ The Pocket Company became a 100% consolidated subsidiary.
- ✓ The Pocket Company was founded in August 2016
- ✓ Designs, develops and sells games for the Nintendo Switch and VR software
- ✓ Its business does not fall under any of the conventional segments, so it was added to the Others segment as a game publishing business.

# Summary of Financial Results for FY2022

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# Consolidated Financial Forecasts



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

	FY2022 actual results	FY2023 Full-year forecasts	Difference	Rate of difference
Revenue	13,023	14,300	1,277	+10%
Operating income	1,036	1,200	164	+16%
Ordinary income	1,079	1,200	121	+11%
Net income	1,110	1,000	(110)	(10%)

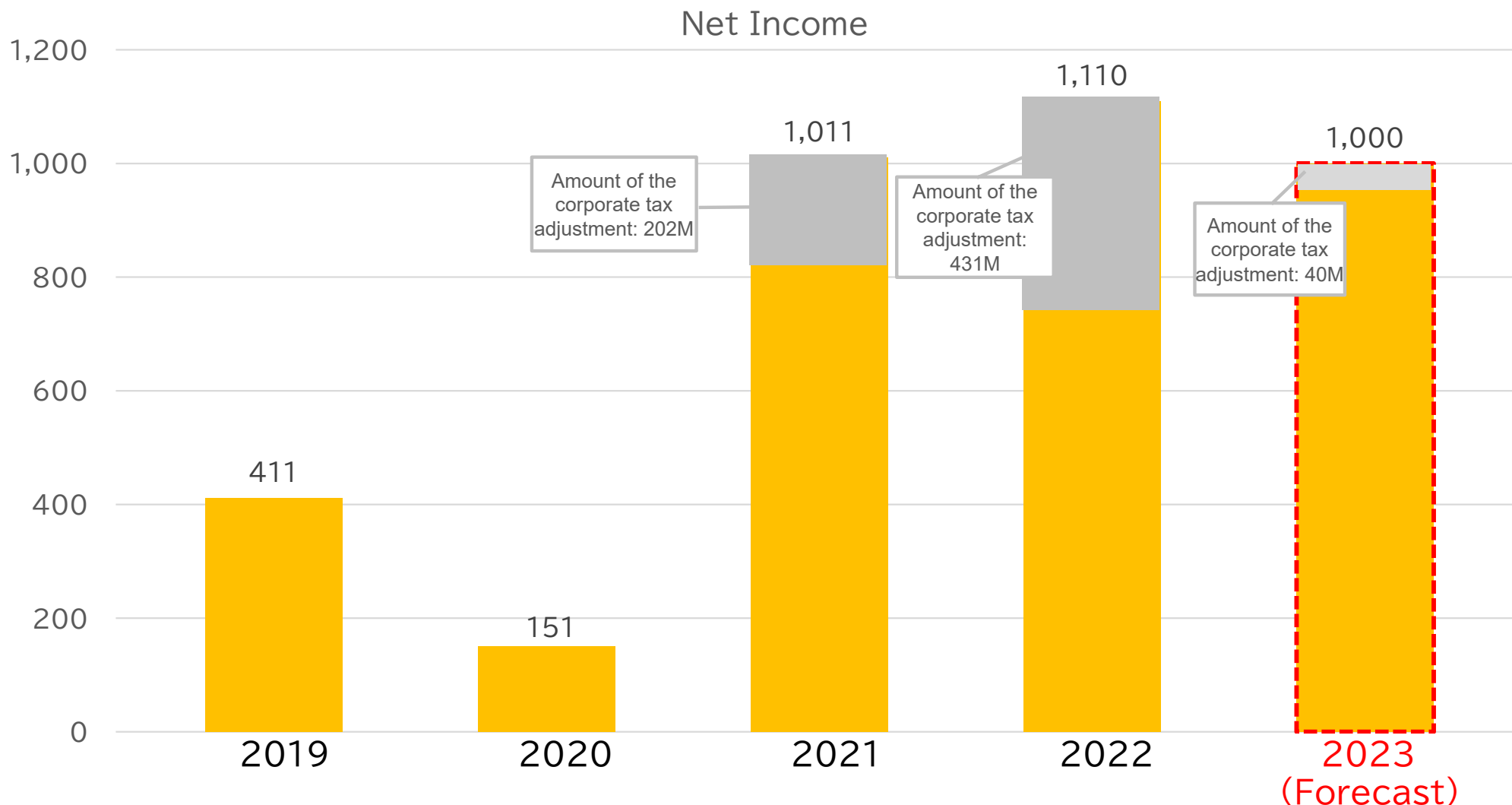
- ✓ Revenue will increase, led by growth in Education and Technology.
- ✓ Both operating and ordinary incomes are expected to increase, led by growth in Education and Technology.
- ✓ Net income is expected to decrease due to the limited impact of the accumulated corporate tax adjustment (deferred tax assets).

# Full-year earnings trends and forecasts



## ✓ Impact of the corporate tax adjustment on net income

(Unit: Million yen)(Amounts are rounded down to the nearest million yen)



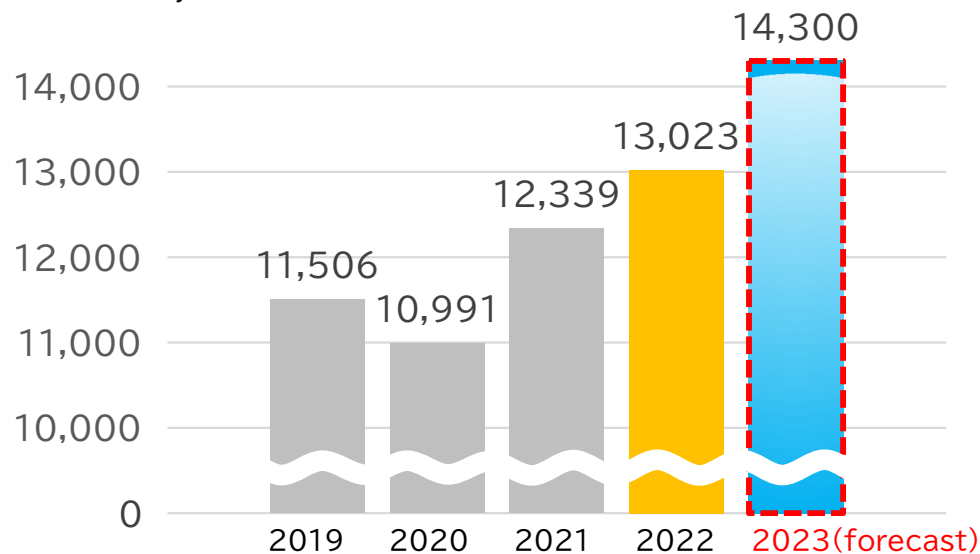
The impact of the corporate tax adjustment is expected to be equalized in FY2023.

# Full-year earnings trends and forecasts

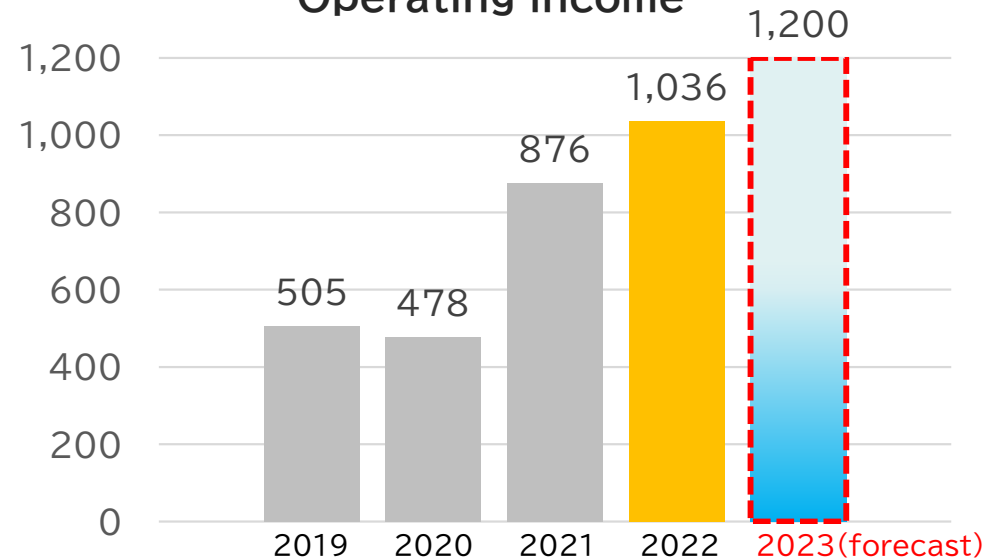


(Unit : Million yen)

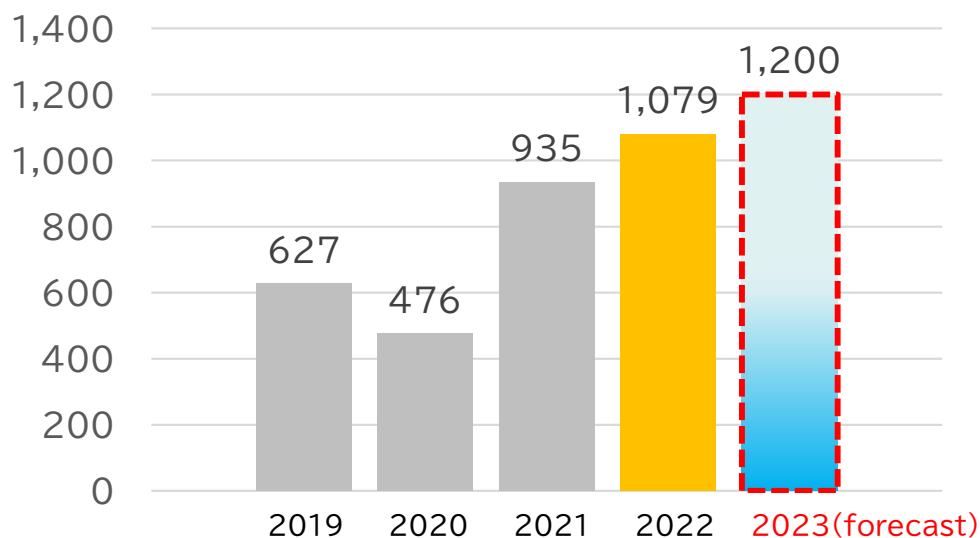
## Revenue



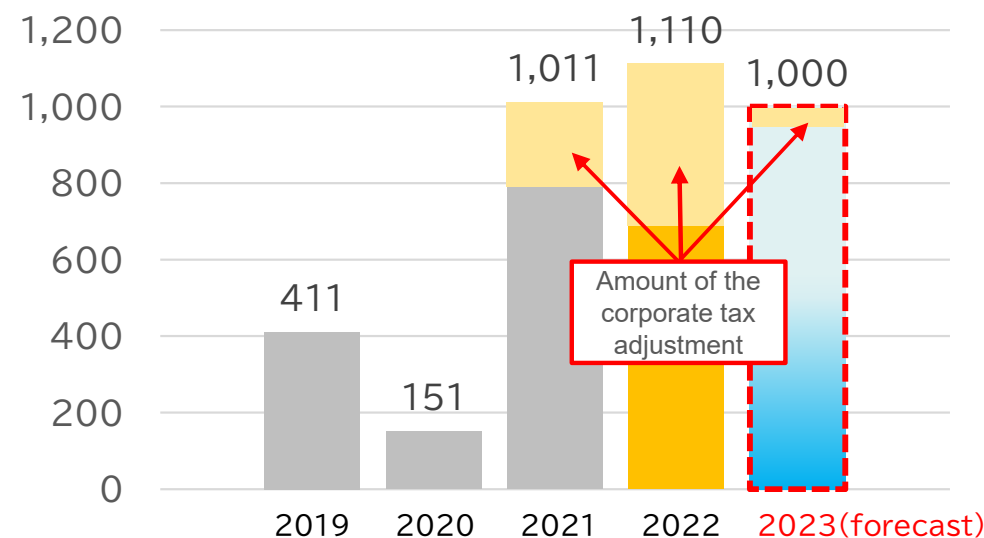
## Operating income



## Ordinary income



## Net income



The Company aims to increase revenue and income through sustainable growth in each business.

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# Medium-to-Long-Term Initiatives *(announced on April 27, 2022)*



The Broadmedia Group will grow with sustainable and ethical businesses.

(1) Accelerate incubation (business development) within the range of increased revenue and income

## 1. eSports business (Education + Subsidiary BM eSports + Technology)

- ✓ Pursue digital education that allows freedom with fewer restrictions
- ✓ Aim to become a leading eSports business operator by focusing on Education (eSports course) and CYCLPOS (professional team)

## 2. Japanese language education business (Education + Studio & Content + Technology)

- ✓ Develop online education and high-quality unique teaching materials
- ✓ Examine an entry into the online direct education market targeting Japanese language learners
- ✓ Aim to receive orders for large-scale online Japanese language education from major companies
- ✓ Japanese language education in the Renaissance High School Group, etc.

(2) Aim for further exponential growth mainly in the fields of Education and Technology, while bringing M&A into view

# Medium-to-Long-Term Initiatives



(1) Accelerate incubation (business development) within the range of increased revenue and income

1. eSports business (Education + Subsidiary BM eSports + Technology)

- ✓ Pursue digital education that allows freedom with fewer restrictions
- ✓ Aim to become a leading eSports business operator by focusing on Education (eSports course) and CYCLPOS (professional team)



In the **eSports business**, eSports courses have grown and are evolving in the education business.



# Medium-to-Long-Term Initiatives

## 7 campuses where you can take eSports courses



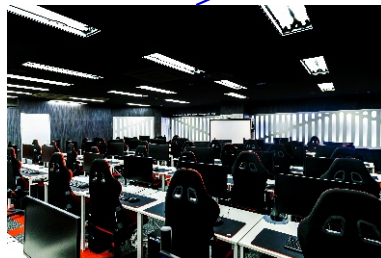
Hakata CP



Nagoya Sakae CP



Ikebukuro CP, opened in April 2023



Umeda eSports CP



Namba eSports CP



Yokohama CP



Shinjyuku Yoyogi CP

# Medium-to-Long-Term Initiatives



Transformation of the education business through the **eSports business** ①

- ✓ The eSports courses greatly contribute to the expansion of the Education service operations.
- ✓ High educational effect exceeding our assumptions

⇒ Strong parental support for both the student and the school

# Medium-to-Long-Term Initiatives



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Transformation of the education business through the eSports business ② ~ Students' Results in Competitions ~

ALL JAPAN  
HIGHSCHOOL  
esports in 2023



**"Fortnite" Division  
Winner**



**League of Legends Division  
finished 2nd place**



日本最大。高校eスポーツの祭典。



2022

**League of Legends Division  
finished 2nd place**



2021

**"Fortnite" Division  
Winner**

FORTNITE		ROUND6		ポイント	
順位	学校名 / チーム名	順位	エリメント	総合	
1st	ルネサンス新宿代々木 / 見て見て見て~~~~!	112	44	156	
2nd	成城学園 / フルーツ牛乳飲石人	113	42	155	
3rd	ルネサンス大阪 / テカボ中毒者	82	52	134	
4th	旭川高専 / あきぼっぼ	106	26	132	
5th	五所川原工科 / 都合行ったら本気出す	90	42	132	
6th	ヒューマンキャンパス / ヒューマンキャンパス	95	30	125	

# Medium-to-Long-Term Initiatives

Transformation of the education business through the eSports business ③ ~ Activities of Students ~

External events and exhibition booths operated by Renaissance High School students



Japan Expo 2019 in Paris



TOKYO eSPORTS FESTA 2020



TOKYO GAME SHOW 2022

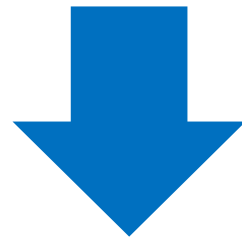
**eSports course is a project-based learning (PBL) program**

# Medium-to-Long-Term Initiatives



Transformation of the education business through the **eSports business** ④

- ✓ High reputation in various fields
- ✓ "There is demand for the eSports (Education/Culture) business all around Japan"



Promote the opening of new campuses in the future as well

# Medium-to-Long-Term Initiatives



(1) Accelerate incubation (business development) within the range of increased revenue and income

## 2. Japanese language education business (Education + Studio & Content + Technology)

- ✓ Develop online education and high-quality unique teaching materials
- ✓ Examine an entry into the online direct education market targeting Japanese language learners
- ✓ Aim to receive orders for large-scale online Japanese language education from major companies
- ✓ Japanese language education in the Renaissance High School Group, etc.



To train Japanese language teachers who are in short supply in Japan, Renaissance Japanese Language Academy was opened and the Japanese Language Teacher Training course (e-learning program) was launched in April 2023.



ルネサンス日本語学院

<https://www.rn-ac.jp/>



## Background of the Opening of Renaissance Japanese Language Academy

(1) The new Registered Japanese Language Teacher national qualification will be established (scheduled in 2024).

### Current situation and issues faced by Japanese language teachers

- There is no public qualification system.
- There is a great variability among educational institutions regarding the acquisition of qualifications and teachers' levels and quality.
- Schools, other educational institutions, corporations, local public agencies and others that require Japanese language education cannot secure Japanese teaching specialists whose capabilities are at a certain level.



### Actions to solve the issues

- Increase the quality of education at Japanese language schools.
- Teachers who teach at Japanese language schools certified by the Ministry of Education, Culture, Sports, Science and Technology must acquire a national qualification.
- Increase the number of high-quality Japanese language teachers and retain them.

# Medium-to-Long-Term Initiatives



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The Broadmedia Group will grow with sustainable and ethical businesses.

## Background of the Opening of Renaissance Japanese Language Academy

### (2) Shortage of Japanese language teachers

Forecast in 2030

Number of foreign students

330,000

Number of foreign workers

4,190,000

Number of foreign children

120,000

**Foreign people who need Japanese language education: Approx. 4,640,000 people**

One teacher is required for every 20 students.\*1

**Approximately 230,000 Japanese language teachers will be required by 2030.**

1. Standards for the Announcement of Japanese language Education Institutions by the Immigration Services Agency





## Background of the Opening of Renaissance Japanese Language Academy

(1) The new Registered Japanese Language Teacher national qualification will be established (scheduled in 2024).



(2) Shortage of Japanese language teachers



**Enter a new market that is expected to grow in the future leveraging the Japanese language education expertise that has already been developed.**

## Features of Japanese language teacher training courses

<https://www.rn-ac.jp/>



- ✓ Unique e-learning materials and classroom instruction allow students to learn in a way that fits their lifestyles.
- ✓ A course that fulfills the standards for a 420-hour curriculum set by the Agency for Cultural Affairs.
- ✓ A person who completes the course before the establishment of the new national qualification can work as a Japanese language teacher in the schools announced by the Ministry of Justice\* and other schools in Japan and other countries.

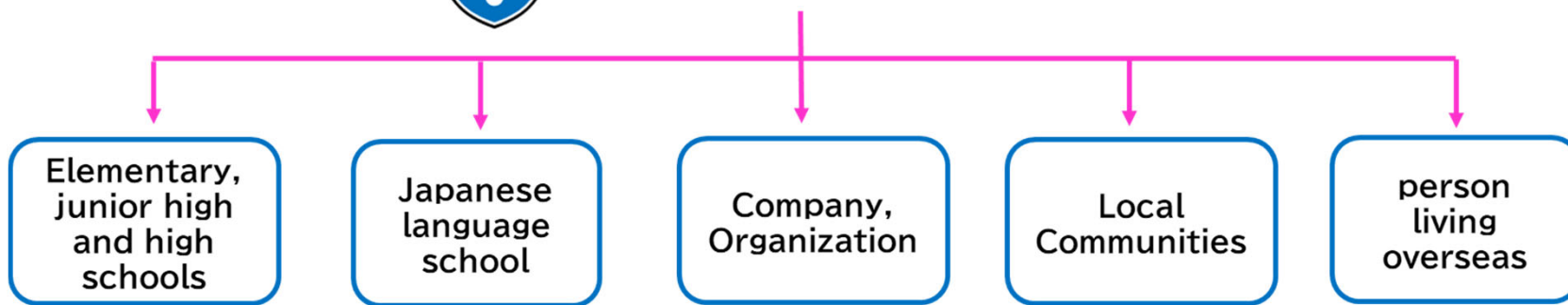


## Renaissance Japanese Language Academy Founding Thoughts

In addition to cultivating high-quality Japanese language teachers, expand into businesses related to the education business through recruitment



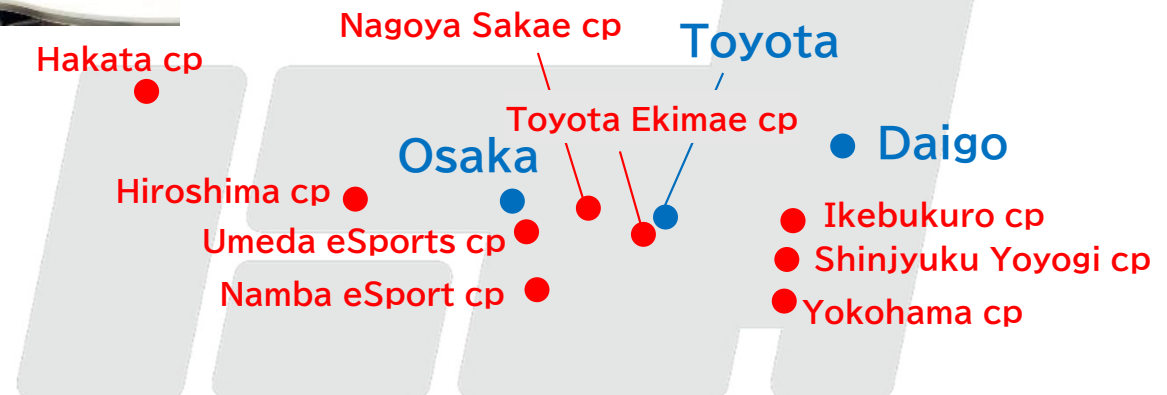
ルネサンス日本語学院



We plan to not only provide job opportunities at Renaissance High School Group and Japanese language education to the students at those schools but also establish a system for admitting foreign children/students and assisting them with their attendance.

## Synergies with Renaissance High School Group

- Existing Renaissance High School Group campuses will be used effectively as the locations necessary for classroom lectures and practice teaching.
- Optimize investment efficiency and operating costs through multiple business operations



With a medium-to-long term perspective, the Group aims to eliminate regional disparities and foster an education community through the expansion of its locations

# Medium-to-Long-Term Initiatives

The Broadmedia Group will grow with sustainable and ethical businesses.



## Visions of the education business (unique composite education business)

(1) Wide-area online high schools are enabling school education to grow in a society with fewer children.

×

(2) There is demand for the eSports (Education/Culture) businesses all around Japan.

×

(3) There is demand for the Japanese language (Education/Culture) business.

×

**+α**

**With the synergy between (1) x (2) x (3) and the creation of a new business (+α), we aim to grow as a **unique composite education business.****

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# Shareholder Return



- Repurchased treasury stock for the third consecutive fiscal year

## 【 Results of share repurchases during the period 】

Type of shares acquired	common shares of the Company
Total number of acquired shares	138,900 shares (Progress ratio: 92.60%)
Total share acquisition price	149,926,000 yen (Progress ratio: 99.95%)
Acquisition period	from February 8, 2023, to February 27, 2023 (Contract basis)
Acquisition method	(1) Market buying by discretionary account transaction with securities companies (2) Purchase by Off-Auction Own Share Repurchase Trading System (ToSTNeT-3) on the Tokyo Stock Exchange

## Details of resolution adopted at the Board of Directors meeting held on February 3, 2023

- Total number of acquirable shares (upper limit) 150,000 shares
- Total share acquisition value (upper limit) 150 million yen

## 【reference】 as of March 31, 2023

Number of issued shares	7,914,732 shares	(excluding treasury stock: 7,272,429 shares)
Number of treasury stock	642,303 shares	

# Shareholder Return (Dividend)

- ✓ For FY2022, we will pay a year-end dividend of 30 yen per share (consolidated payout ratio: 19.9%), as forecasted at the beginning of the fiscal year.
- ✓ To be submitted to the Ordinary General Meeting of Shareholders scheduled in June 2023.
- ✓ Total return ratio including acquisition of treasury shares (150 million yen) is 33.2%.
- ✓ Dividend for the next fiscal year is expected to be 33 yen per share (consolidated payout ratio: 24.0%)

	Annual Dividends (per share)	Total Dividend	Payout ratio
FY 2021 (results)	25.00yen	184Million yen	18.8%
FY 2022 (planned)	30.00yen	218Million yen	19.9%
FY 2023 (forecast)	33.00yen	239Million yen	24.0%



# Shareholder Return



Our firm recognizes that one crucial issue for its management is simultaneously securing competitiveness in our business lines and returning profits to our shareholders.

**We will continue to provide shareholder returns, considering the need to balance it with investments necessary for growth.**

# Thank you for your attention.



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# Consolidated Financial Results by Business Segment



## Breakdown of revenue by income type

upper row: revenue (Unit: Million yen) (Amounts are rounded down to the nearest million yen)

lower row: Composition ratio

	Total	Breakdown of income by stock/flow		Breakdown of revenue from original products/others	
		Stock	Flow	Original products	Products other than original products
Education	3,444	3,444 100%	— —	3,444 100%	— —
Studio & Content	2,658	443 17%	2,214 83%	2,091 79%	567 21%
Broadcast	2,518	2,033 81%	485 19%	2,518 100%	— —
Technology	4,213	3,682 87%	531 13%	835 20%	3,377 80%
Others	186	36 19%	150 81%	164 88%	22 12%
Total	13,023	9,641 74%	3,381 26%	9,054 70%	3,968 30%

- ✓ Revenue from Education and Broadcast mainly consists of stock income with a high continuity.
- ✓ Revenue from Studio & Content mainly came from flow income that fluctuates considerably over the short term.
- ✓ Income from Technology centered on products other than original products.

# Topics (Others; Game Publishing)

## Introduction of main products of The Pocket Company

### HOMESTAR VR



Experience the starry night sky in full 360 degrees with VR! Planetarium software.

### HOMESTAR VR SPECIAL EDITION



Special edition of the standard VR planetarium software, HOMESTAR VR.

### Overcooked! 2



The long-awaited package version of Overcooked, an indie game from the UK and a global hit

### Overcooked! 1 & 2 All You Can Eat



The complete version with all stages from the previous two versions plus all cumulative content

### Chiki-Chiki BOXYRACERS



Our first Nintendo Switch game. Everyone can have fun playing this party racing game.

### Chiki-Chiki Boxy Pro Wrestling



The first Nintendo Switch pro wrestling online game for six players

### Kato Hifumi Kudan Kanshu: Hifumin no Shogi Dojo



A shogi game that is user-friendly where even beginners can learn while playing and naturally learn to like shogi

### FiNC HOME FIT



Proper home fitness for people who often don't get enough exercise. Burn fat through combat-style rhythmic actions!

**The Pocket Company is involved in original games developed in-house and publishing of quality games from overseas.**

# Topics

(Others; Promotion of Professional eSports)



## Report on the winners of CAG

### FENRITTI

「DRAGON BALL FighterZ World Tour 2022/2023」 Winner



The World Championship of Competitive Fighting Games, held for the first time in three years since 2019.

### GO1

「ARC WORLD TOUR FINALS 2022」,  
competitive fighting game,  
「DNF Duel」 Winner



Arc System Works' Official World Convention

Thank you for your continued support!

# Topics

(Others; Promotion of Professional eSports)



## Determined to participate in the Street Fighter League: Pro-JP 2023



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Japan's top official fighting game team league competition hosted by CAPCOM CO., LTD, held every year since 2018

CYCLOPS will join the competition for the first time in 2023, aiming to be the champions.

# Our Mission



*We contribute to communities through quality content and services produced by human creativity.*



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