# Medium-Term Management Plan VISION2030

April 2026 - March 2031



Toei Animation Co., Ltd. October 29, 2025

TOEI ANIMATION CO.,LTD.

## Contents

1. Introduction		4. Business Bases	
<ul> <li>Management Philosophy</li> </ul>	P4	Business Bases That Underpin Our Growth Strategy	P38
<ul> <li>Iconic Works of the Age</li> </ul>	P5	<b>.</b> .	
<ul><li>Growth Trajectory</li></ul>	P6	<ul> <li>Initiatives for Social Value Creation</li> </ul>	
<ul><li>Positioning of the Medium-Term</li><li>Management Plan</li></ul>	P7	initiatives for obeiat value oreation	
<ul> <li>Quantitative Targets</li> </ul>	P8		
<ul><li>Ideal Vision</li></ul>	P9		
2. Growth Strategy		5. In Conclusion	
<ul> <li>Overall Picture of the Medium-Term</li> <li>Management Plan</li> </ul>	P11	Three KPIs Set Out in the Medium- Term Management Plan P4	2
<ul> <li>Four Key Points of Our Growth Strategy</li> </ul>	P12	Quantitative Goals for Final Fiscal Year P4	3
- (1): Studios	P13	of Medium-Term Management Plan	
- (2): IP	P18		
- (3): Regions	P22		
<ul> <li>(4): Customer Contact Points</li> </ul>	P28		
3. Financial Strategy			
<ul> <li>Financial Strategy Policy</li> </ul>	P33		
<ul> <li>Capital Allocation Policy</li> </ul>	P34		
<ul> <li>Key Strategic Investments</li> </ul>	P35		
_ Structures and Governance to Promote inorganic Growth	P36		

## Toward a full-scale expansion into the global market

1. Introduction - Challenges for the Future

- 4 Management Philosophy
- Iconic Works of the Age
- Growth Trajectory
- Positioning of the Medium-Term Management Plan
- Quantitative Targets
- Ideal Vision

## Management Philosophy



## Become a leader in initiating creations to offer Dreams and Hope to children and people worldwide

### The story of Toei Animation

Since the early days of our business about 70 years ago, we have strived to become the Disney of the East, working constantly to deliver dreams, hopes and courage through animations to children all over the world.

As a result, we have grown into a company boasting the largest collection of animation contents in Japan and one of the best animation production systems in the industry, and have retained our position as the number one animation production company in contents, technological capability, human resources and all other aspects.

Some of our works have become global huge hits, which has turned Toei Animation into a global brand and has given us a solid position as the source of the Japanese animation industry and as the globally recognized originator of Japanimation.

As digitalization and media diversification progress in the 21st century, we will continue to be a leading company in the anime industry, acting as a de-facto standard for animation production technology. At the same time, we will strive to make Toei Animation a dream inspiring company so that parents and children will become fond of animations and nurture dreams and hopes as they watch our contents distributed via various media.

### President KATSUHIRO TAKAGI



## Key Iconic Works of the Age



Since its foundation in 1956, Toei Animation has produced a variety of hits and delivered them to the world.







#### ONE PIECE FILM RED



#### THE FIRST SLAM DUNK





GIRLS BAND CRY



**[KEN. THE WILDBOY] SALLY, THE WITCH!** [GE-GE-GE NO KITARO] 「CYBORG 009」

THE SECRET OF AKKOCHAN [TIGER MASK]

[DEVIL MAN] [MAZINGER Z I 「BABIL 2」 [CUTY HONEY] 「GETTA ROBOT」 **[UFO ROBOT GRENDIZER RAIDS]** [IKKYU-SAN] 「Space Pirate CAPTAIN HARLOCK」

「GALAXY EXPRESS 999」

1970s

TDR. SLUMP -ARALE I [PATALLIRO] [MR. MUSCLEMAN] [WINGMAN] 「KEN, THE GREAT BEAR FIST」 [MAPLE TOWN STORY]

[SAILORMOON | **[SLAM DUNK]** [NUBE] [DRAGON BALL] 「SAINT SEIYA」 [BIKKURI MAN] **FDEVIL BOY I** [MAGICAL DOREMII **[DIGIMON ADVENTURE I FONE PIECE** 

「DRAGONQUEST: The Adventure of Dai」 [MARMALADE BOY] [HANA YORI DANGO] [CUTY HONEY FLASH] **[YOUNG KINDAICHI'S CASE BOOK]** [CRAYON KINGDOM]

1990s

[NADJA] 「GASH BELL!! I ГВОВОВО-ВО ВО-ВОВОЈ [PRECURE] [BEET, THE VANDEL BUSTER] 「DEMASHITA POWER PUFF GIRLS Z」 [MO NO NO KE] [HAKABA KITARO] [MY 3 DAUGHTERS] **FDRAGON BALL KALL** THRILLER RESTAURANT I

2010s **FUSION BATTLE** [TORIKO] **SAINT SEIYA OMEGAJ** [DRILAND] [KYOUSOGIGA] [MAJIN BONE] [SAILORMOON Crystal] [WORLD TRIGGER] [DRAGON BALL SUPER] [DIGIMON UNIVERSE APP MONSTERS]

TIGER MASK WI

[KADO: The Right Answer] 「GE-GE-GE NO KITARO」

2020s 「DRAGONQUEST: The Adventure of Dai」 [WORLD TRIGGER 3rd Season | [DIGIMON GHOST GAME] [FUSHIGI DAGASHIYA ZENITENDO] **FRUN FOR MONEY THE GREATMISSION** [Wonderful Precure!] [WONDERFUL PRECURE]

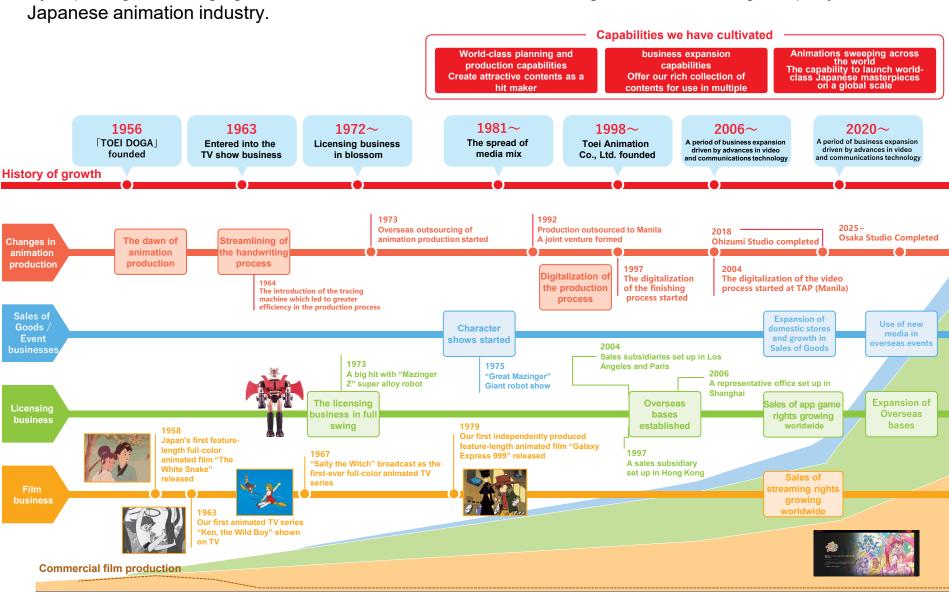
[BUTT DETECTIVE] \*Excerpt

Introduction

## **Growth Trajectory**

----- Commercial film production

By capturing the changing needs of the times and viewers, we have grown into a leading company in the



Licensing business

Sales of Goods / Event businesses

Film business

# Positioning of the Medium-Term Management Plan

Introduction Growth Strategy Financial Strategy Business Bases

We see the Plan as the starting point of our endeavor to make a leap in the global market in the next 10 years, building on the growth achieved and the capabilities cultivated.

### Capabilities we have cultivated

# World-class planning and production capabilities Create attractive contents as a hit maker

Unparalleled sales and business expansion capabilities
Offer our rich collection of contents for use in multiple fields

Animations sweeping
across the world
The capability to launch
world-class Japanese
masterpieces on a global
scale

### Positioning of this Plan

The first half of our 10-year endeavor to achieve global growth

A run-up period for preparation to build a solid growth base to make a leap forward

The start of our endeavor to achieve a qualitative evolution

### Growth objectives

Continue to deliver "dreams" and "hopes" to children and people all over the world

Make a leap forward by realizing full-scale global growth during the 10-year period

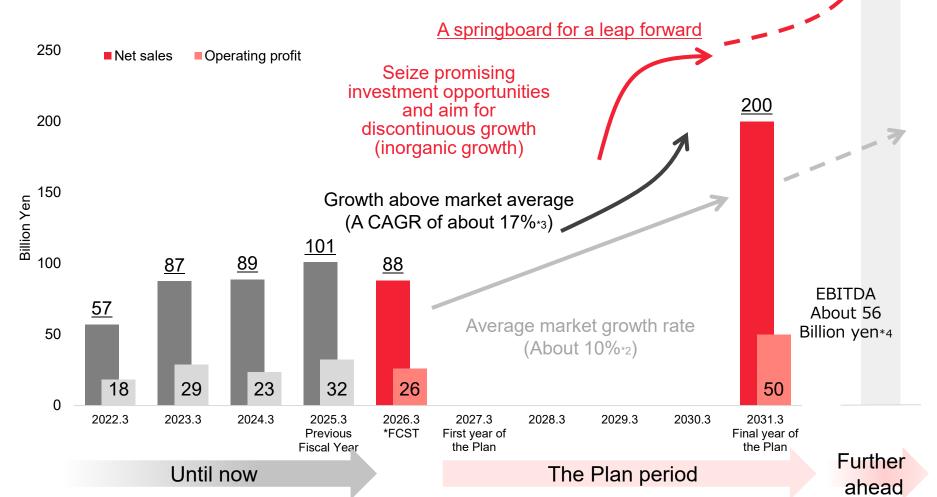
## Quantitative Targets Aspiration: Establish a world-renowned Toei Animation brand in 10 years' time

Increase sales to 200 billion yen and Operating profit to 50 billion yen by the end of the final year of the Plan.

A company with sales of 500 billion yen \*5

Regard this period as the one "for preparation" to make a leap forward, focus mainly on organic growth and seek inorganic growth as well.

Aim for greater heights and build a foundation to become a company with sales of 500 billion yen.



# Evolve on as the top runner of animation that captivate people's hearts all over the world.

-Leading Animation, Enchanting People's Hearts, Evolving Always-

## The capability to open up a new world

2. Growth Strategy - Four Strategic Engines

- 11 Overall Picture of the Medium-Term Management Plan
- **12** Four Key Points of Our Growth Strategy
- 13 Growth Strategy (1): Studios
- 18 Growth Strategy (2): Planning IP
- 22 Growth Strategy (3): Regions
- 28 Growth Strategy (4): Customer Contact Points

## Overall Picture of the Medium-Term Management Plan



## Become a leader in initiating creations to offer Dreams

Ideal

Management Philosophy

## and Hope to children and people worldwide

- Evolve on as the top runner of animation that captivate people's hearts all over the world. (1) As a video production company that brings together outstanding creators, (2) create works that will transcend time and be passed down around the world.
  - (3) Create an extensive network covering the whole world (4) and provide opportunities to deepen bonds with our works in a way that will bring more brilliance to our IP stakeholders.

Quantitative **Targets** 

Vision

Increase sales to 200 billion yen and operating profit to 50 billion yen by the end of the final year of the Plan. Aim for greater heights and build a foundation to become a company with sales of 500 billion yen.

### Studios: Build a global production structure to create a world-leading studio

To be a video production company that brings together talented creators

An organization where talented creators gather and grow (Job type, recruitment/training/evaluation, appropriate number of people, challenges)

Domestic and international studio development Network enhancement

Studio Leading the Next Generation (Reorganization and Strengthening in the Digital Domain)

Growth Strategy

#### IP: Strengthen global revenue sources

To create works that will be passed down around the world

Worldwide IP strategy Expand overseas creation Maintain and expand core IP assets

Utilize library strategy

Production personnel

Global partners

Region: Evolve into a global business entity

To reach a wider audience around the world

Americas, Asia and Europe (Enhance the license sales system) Expand into new regions (Southeast Asia, South Asia, Middle East, etc.)

Business investments and alliances to capture growth opportunities in each region

Further reorganization toward a global structure

**Business: Solidify the domestic** bases and gain new contact points

To deepen bonds with children and people around the world

Strengthen domestic contact points (Stores, entertainment facilities, etc.)

Take a step toward expanding overseas contact points

(Parks, events and shops)

Deal with next-generation media Take on the challenge of gaining new contact points

Enhancement of business bases (logistics and e-commerce)

Growth Foundation

### Seek to attain inorganic discontinuous growth (investments worth 50 billion yen)

Financial Strategy

An appropriate management that strikes a balance among financial health, strategic investment and shareholder returns

An equity ratio of 70% or more, an ROE of 15% or more A total payout ratio of about 50%

Strategic investment based on financial stability (Refine the core businesses and pursue overseas expansion and M&As to make a leap forward)

Business Foundation

#### Organizational climate/culture

Co-creation across borders, departments and occupations

Human resources Programs and rewards to help people shine out Take discretion, evaluation and challenges positively (Strategic personnel system and incentives)

Branding

Work on corporate branding to enhance reputation

Responsibility for the future

ESG initiatives to create social value

# Four Key Points of Our Growth Strategy

stroduction Growth Strategy Financial Strategy Business Bases

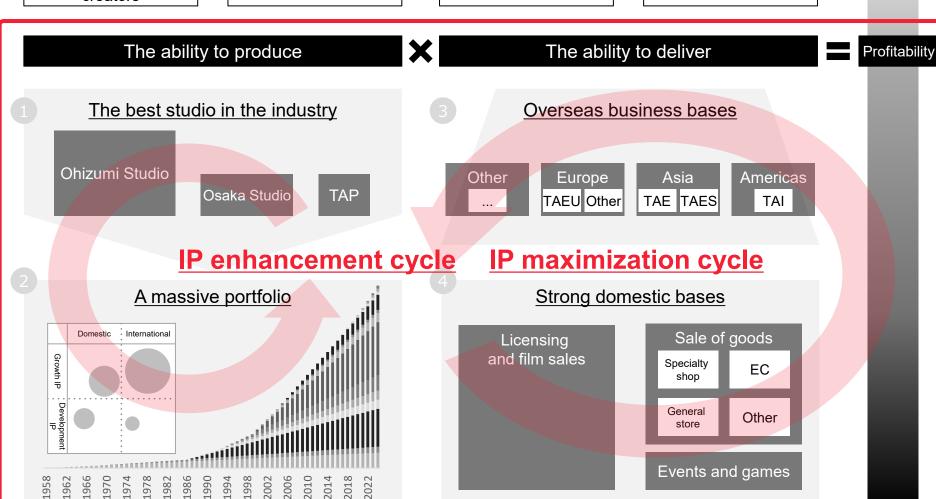
To be a video production company that brings together talented creators

To create works that will be passed down around the world

To reach a wider audience around the world

To deepen bonds with children and people around the world

2x growth



# Four Key Points of Our Growth Strategy



To be a video production company that brings together talented creators

To create works that will be passed down around the world

To reach a wider audience around the world

To deepen bonds with children and people around the world

2x growth

The ability to produce

X

The ability to deliver



The best studio in the industry

Ohizumi Studio

Osaka Studio

TAP

Overseas business bases

Other Europe Asia Americas
TAEU Other TAE TAES TAI



## The Studios' Course of Action



We will drive the evolution of our industry-leading production system, creators and environment, and reach the world's top-level stage in five years' time.

As the industry's leading studios

Move ahead to become a world-class studio and beyond

By the final year of the Plan

### Changing times

Diversification of entertainment and media The spread of high-quality video

World-famous works, industry-leading videos

A group of creators with a large pool of industry top-level creators

The industry's best production system to enable long-term continuation (Standardization, streamlining, cost stability)

### Intensifying competition

A greater number of works across the industry Shortage of creators, rising cost of production

# The Studios' ideal vision: A studio where talented creators gather and grow

- Continue to be a studio where creators can learn, evaluate each other and grow.
- Create opportunities for creators to thrive, take on challenges and showcase their talents.
- ☆ Enhance the production system to give creators more flexibility.
- ☆ Increase the number of top-level creators to achieve sustainable and healthy expansion.
- Spread this role model all over the world.

Spread the industry's best production system domestically and internationally (Global production structure)

An organization where talented creators gather and grow

(An occupation-based organization led by creators)

An optimal number of staff (Moderate expansion)

Creators' splendid performance (Creation of opportunities)

Recruitment, training, evaluation (Growth environment)

Evolution to a production company with an eye on the next generation (Further reorganization of CG, post-production, etc.)

Produce star creators

Set up new production bases in Japan and overseas

Recruit several hundred more employees mostly for key occupations (Moderate expansion)

Try to work on original production from the studios

Reorganize and enhance the digital field with an eye on the future

# Building a Global Production Structure



Post-

finishing production

CG

To survive in the current competitive environment, we will build a global production structure centered on Asia to increase our production capacity by about **1.5 times**\*1.

Japanese anime production

Our aim to build a global production structure

The principles of functional allocation and enhancement

Art

Video

Structural problems found in the competitive environment

Shortage of creators
Production line in difficult
conditions

Man-hours doubled by improved video quality

Rising prices and labor costs

Rising production costs due to multiple factors

Building a studio network centered on Asia

Identify growth potential and affinity and promote overseas expansion of production role models mainly in Asia

Ohizumi Studio
▼
Osaka Studio▼

New studios to open in two or three Asian regions

Drawing

Scriptwriting

and direction

Moderate expansion of the industry's best production system (Increase by several hundred persons)

Ohizumi Studio = Our flagship studio

A structural enhancement focused on key occupations

Osaka Studio

Strengthening digital reorganization with an eye to the next generation

Overseas expansion of production role models

Overseas studios (Support line) TAP\*2

Start with support for the domestic structure

- As an overseas support line for the domestic production structure,
- establish two or three new studios within the next five years
- Look ahead and work on support lines for overseas creation

Domestic enhancement

# Further Reorganization in the Digital Field



We will make technological and structural enhancements and keep evolving toward a world-class, next-generation production company to open up the future.

Foundations we have built

The highest level of technology, structure and achievements in the animation business

Digital technology and talent supporting animation production



Technology and knowhow for 3DCG animation



New visual expression through the fusion of 2D and 3D (Cel-look CG, etc.) Our goals

Globally recognized bases for next-generation animation production

The current technology section

CG section

Post-production section

System section

Material environment

CG drawing animation

System section

Filming

System construction

VR, AR, XR / games / motion capture / AI, etc.

Various adjacent technologies

Establish world-class technologies and systems to create not only cel-look CG, but also other forms of visual expression

Key points in carrying out further reorganization

Next generation/world standard

Increase our pool of creative specialists

Develop next-generation technology

Visual expression and experience that go beyond animation

Establish a global reputation

# Opportunities for Creators to Thrive



We will give active support to creators' challenges and create a virtuous cycle that will generate new IP assets and sustainable growth.

Frameworks for challenges and success

**Achievements** 

Future plans

A framework to continuously plan, produce and manage projects initiated by Ohizumi Studio and creators

Pro, Pro, Pro!! (Produce/Product/Project)

- We solicit, select and materialize in-house proposals several times a year.
- This has allowed Ohizumi staff to create a variety of works that become part of their portfolio, and to try out ideas and techniques that are different from existing production lines'.
- By acquiring the creative skills to give shape to their ideas and creating short movies, the staff can become closer together and deepen their understanding of the overall production flow.

Two pilot projects have been green-lighted in the past year

Establish a new form of IP creation

A breeding ground for talented creators

A framework for Ohizumi Studio, creators and staff to express themselves and send information

- We provide ongoing opportunities to experience the works and dedication of our creators, such as rough drawing exhibitions focused on the creators and their works.
- We have also launched our official social media accounts to share the words and works of our creators. By putting a spotlight on creators and disseminating information widely to anime fans and industry insiders, we have been working to bring attention to creators and continue to find stars from among them.

From 2024 onwards Official X account Toei Anime Studio Exploration Team!

March to May 2025
The first Akira Inagami
Rough Drawing Exhibition held

Increasing recognition of creators and their work

Produce stars from among creators

# Four Key Points of Our Growth Strategy



To be a video production company that brings together talented

To create works that will be passed down around the world

To reach a wider audience around the world

To deepen bonds with children and people around the world

2x growth

The ability to produce

X

The ability to deliver



The best studio in the industry

Ohizumi Studio
Osaka Studio
TAP

Other

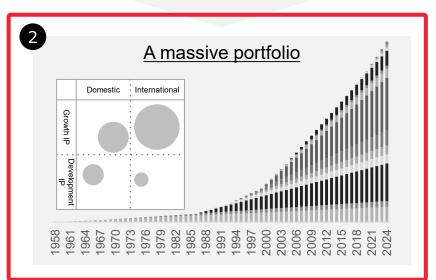
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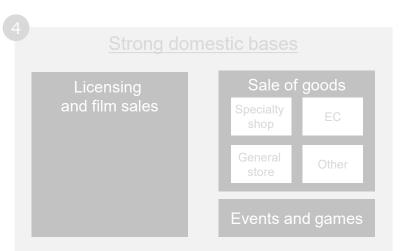
T/

Europe TAEU Other

Asia
TAE TAES

Americas



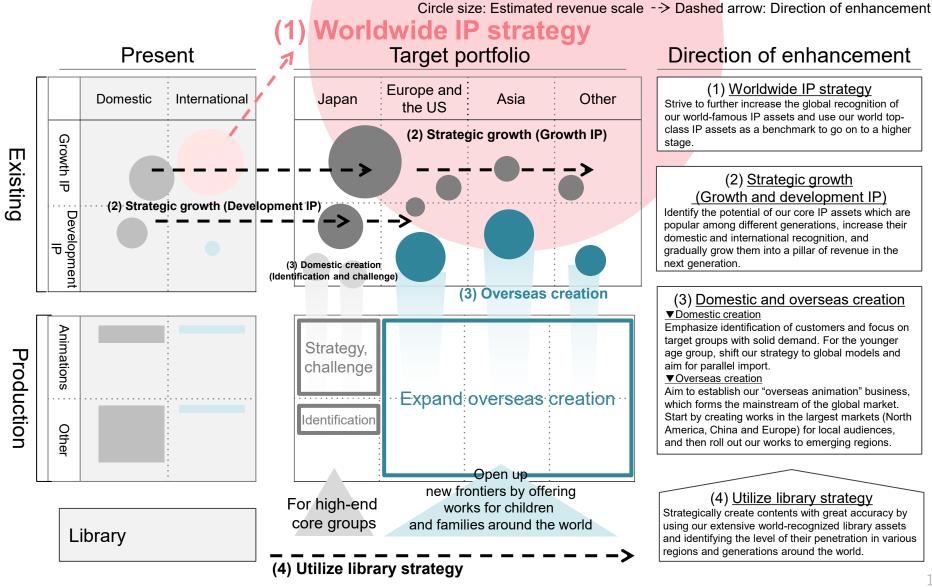


## Our Target Portfolio

(Strengthening Global Revenue Sources)

We will identify growth markets and leverage our globally recognized brand in developing

and creating IP assets in order to strengthen our global revenue sources.



### Direction of enhancement

#### (1) Worldwide IP strategy

Strive to further increase the global recognition of our world-famous IP assets and use our world topclass IP assets as a benchmark to go on to a higher stage.

### (2) Strategic growth (Growth and development IP)

Identify the potential of our core IP assets which are popular among different generations, increase their domestic and international recognition, and gradually grow them into a pillar of revenue in the next generation.

#### (3) Domestic and overseas creation

#### **▼**Domestic creation

Emphasize identification of customers and focus on target groups with solid demand. For the younger age group, shift our strategy to global models and aim for parallel import.

#### **▼**Overseas creation

Aim to establish our "overseas animation" business. which forms the mainstream of the global market. Start by creating works in the largest markets (North America, China and Europe) for local audiences, and then roll out our works to emerging regions.

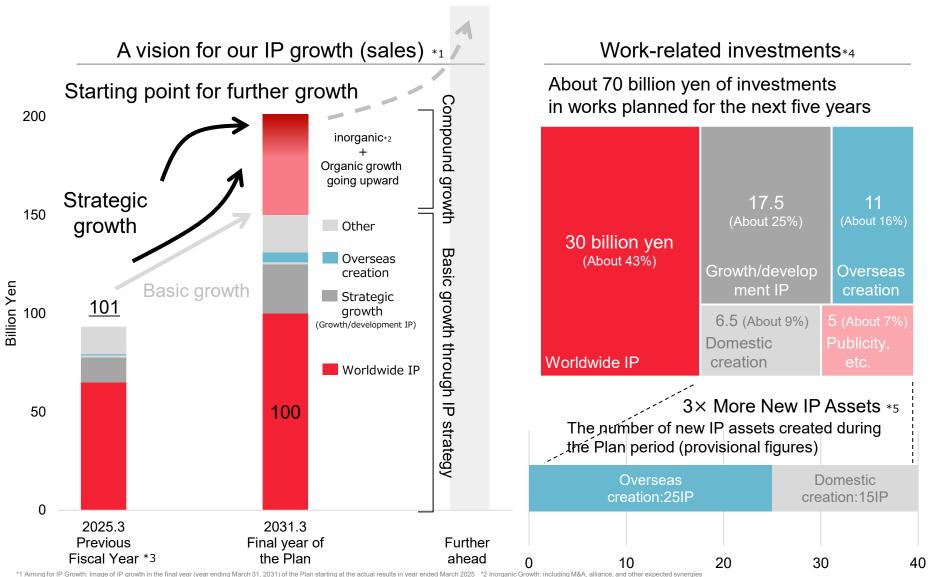
### (4) Utilize library strategy

Strategically create contents with great accuracy by using our extensive world-recognized library assets and identifying the level of their penetration in various regions and generations around the world.

# Aiming for IP Growth and Investment in Works



We will make the pillars of management stronger, increase creation by about **3 times**\*5, and put an extensive lineup of works for the global audience at the center of further growth.



<sup>\*3</sup> Aggrégated value by IP strategy in the year ended March 31, 2025: The non-consolidated breaddowns differ from consolidated amounts \*4 Work-related investments: Estimated cumulative investment amount during the Plan period (from year ending March 31, 2026 to year ending March 31, 2031)
\*5 Approxy: Whose field: Increase and a relative to the number of pear IP, person capture and a relative to the number of pear IP, person capture and a relative to the number of pear IP. pea

## Direction of Overseas Creation



Build on our know-how and networks for overseas expansion, we will develop works with an eye on world markets and open up new frontiers.

Key points for overseas creation

A concept for developing works with an eye on world markets

(1) Works geared for the largest markets

Produce works geared for worldwide audiences in the largest markets/mainstream of North America, China and Europe

(2) Expansion into vast regions

Expand from North America, China and Europe to neighboring regions with some affinity

Maximizing and optimizing through collaboration with overseas

affiliated companies

(3) Frontier development

Lead pre-production in North America and Europe, produce works that incorporate the culture of each region, and develop emerging regions

For each region of the world,

produce works

with local

creators and

establish an enterprise

to create and

nurture works that have roots in the region.

Strengths in creative work of the levels close to world standards

Europe

Produce world-level works in Europe Leverage its affinity with the MENA region

The world's second largest entertainment market and region

China

Produce works suited to the Chinese market Aim for expansion into Asia A huge market with a dynamic target

demographic that has a sensibility close to the Japanese one

Asia

An important region not only in terms of market size and growth potential but also as a production base

The world's largest entertainment market

North America

From North America to the whole world

Affinities with Japanese anime and European culture

**Latin America** 

Rolling out works from Europe to Latin America

The next frontier India

The next frontier **Africa** 

The next frontier

**MENA** 

# Four Key Points of Our Growth Strategy



To be a video production company that brings together talented

To create works that will be passed down around the world

To reach a wider audience around the world

To deepen bonds with children and people around the world

2x growth

The ability to produce

X

The ability to deliver

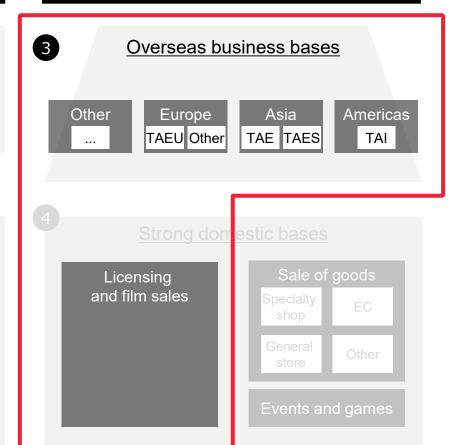
Profitability

The best studio in the industry

Ohizumi Studio
Osaka Studio
TAP

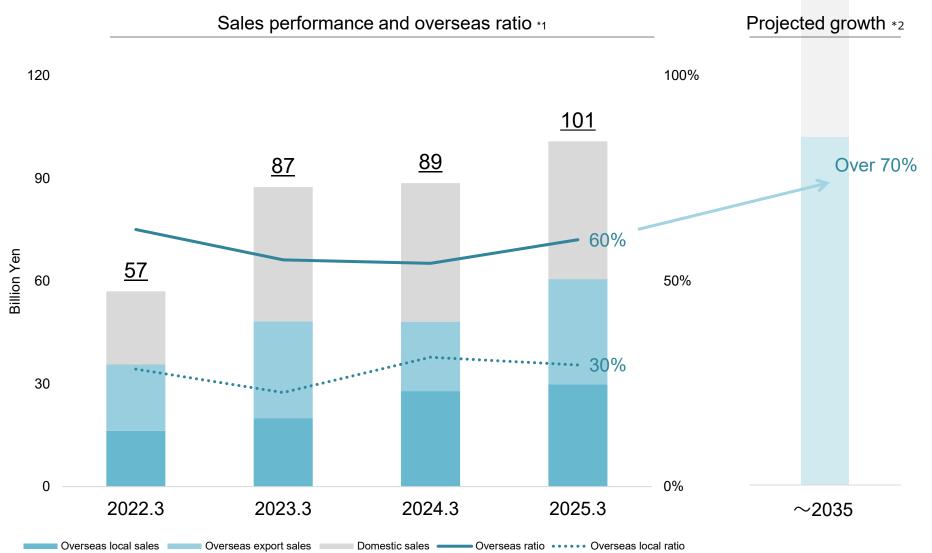
A massive portfolio

Domestic International
Growth IP
Developmen



# Overseas Growth Stemming from the Global Market

We will achieve stable, strong and sustainable growth on a global basis with overseas sales of 60% and local sales of 30%.



<sup>\*1</sup> Overseas sales included in past growth figures: Calculated based on the exchange rate designated by the company's internal standards. Since these figures are simply aggregated values that do not take into account differences in accounting periods, they may differ from externally published figures. \*2 Long-term growth vision: Reference value out of the Plan period

## An Ideal Form of Global Business Entity



In addition to export expansion, we will develop overseas creation into a pillar of business for the next generation and become a strong business entity with multiple revenue sources in the world.

An ideal form of global business entity (image)

The capability to expand the Japanese anime business + overseas creation as a next-generation pillar + α

Expand exports of Japanese anime

TAEU\*1

TAE<sub>\*1</sub>

TAI\*1

Create animations overseas that match the needs of each region

Regional studios and creator networks



**Emerging** 

regions

Asia **Existing** bases **Emerging** regions

**Americas Existing** bases **Emerging** regions

Key points of evolution

Evolution of our export model Structural enhancements and advances into regional markets to spread Toei Animation works

The second pillar Establish overseas-made animations as a business pillar under a 10-year plan

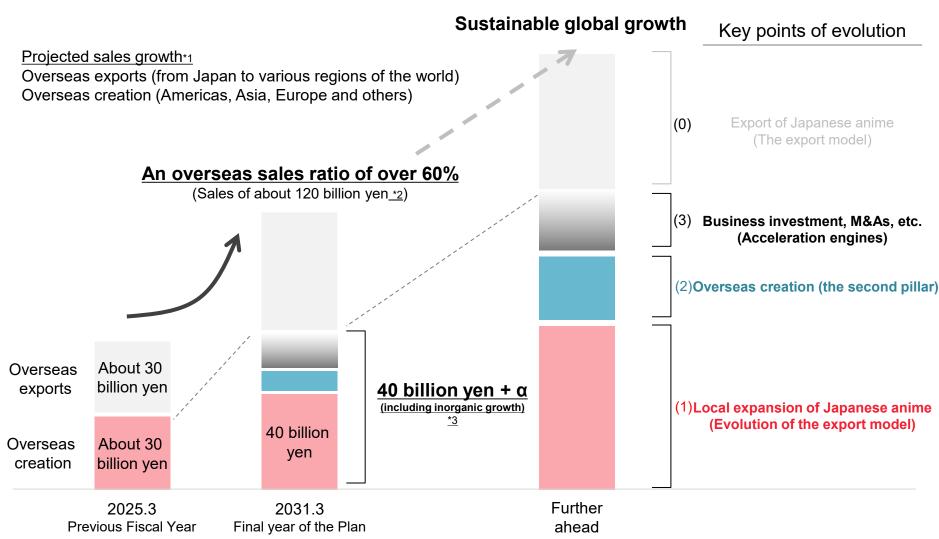
Acceleration engines Well-timed business investment A challenge for inorganic growth

An execution structure and its operation to support our global growth

# Aiming for Growth in a 10-Year Timeframe



We will put the focus on structural and foundational enhancements in the next five years, and develop overseas creation and business investment into our second and third pillars of business over the next 10 years, thereby achieving sustainable growth.



<sup>\*1</sup> Projected sales growth: Overseas growth image of the final year of the Plan (year ending March 31, 2031) starting from the results of year ended March 31, 2025 
\*2 Exchange rate applied to overseas sales in the future: Exchange rate of year ended March 31, 2025 based on the company's internal standards 
\*3 Inorganic Growth: including M&A, alliance, etc. and expected synergies

## Laying Groundwork in Five Years to Seize Global Growth in 10 Years



We will invest approx. 20 billion yen in overseas development to enable a leap forward in 10 years centered on Japanese anime and overseas creation.

What we aim in five years

What we envision in 10 years

**Evolve into a strong business entity** that will achieve sustainable global growth

- **8** Business opportunities in each region
- **2** Develop overseas creation into the second pillar
- **1** Further expand Japanese anime

Expecting to invest approx. 20 billion yen in overseas development in five years (Five years = Medium-Term Management Plan period)

Regions

Advance into six new regions (Southeast Asia, South Asia, Middle East, etc.)

**Functional** enhancements Enhance function according to the actual conditions of each region

Structural enhancements

Expand overseas structure to about 300-person operation

Business investment, inorganic

Be at the forefront to capture business opportunities in each region

A strong global foundation

## Expanding into the Middle East



Positioning the Middle East as one of our new growth frontiers, we will set up a sales office in Dubai to seize growth opportunities at the front line.

### Expanding into the Middle East

### Projected business expansion

Provide content and know-how from within Japan

Start sales expansion in the Middle East on a full scale

Set up a base in Dubai Start moving to expand business in the Middle East

Construct the Qiddiya theme park

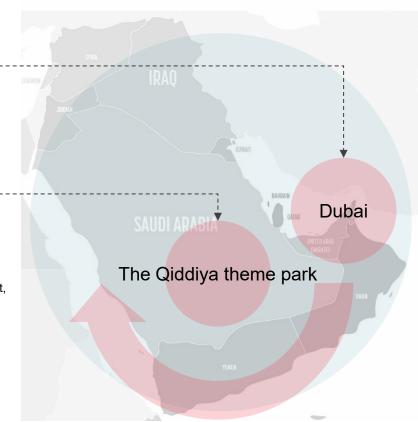
Maximize growth opportunities in Middle Eastern parks



The world's first "Dragon Ball" theme park

A "Dragon Ball" theme park will be built as part of "Qiddiya" project, a large entertainment city of Saudi Arabia undergoing large-scale development. The vast park, with an area of over 500,000 square meters, is made up of seven areas, recreating places such as "Kame House," "Capsule Corporation" and "Beerus' Planet."

The park has more than 30 attractions, including the 70-meter tall Shenron large roller coaster in the center. There will also be hotels and restaurants within the premises of the park, making it a space where you can experience the world of "Dragon Ball" all day long.



## Four Key Points of Our Growth Strategy



To deepen bonds with children and people around the world

2x growth

The ability to produce

The ability to deliver

Profitability

Ohizumi Studio Osaka Studio

Other TAEU Other TAE TAES

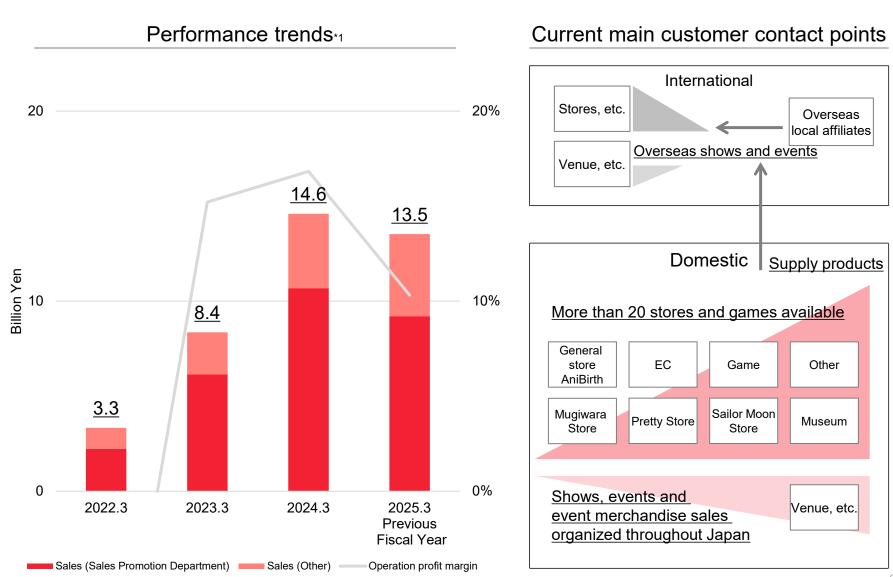
Licensing and film sales



# Customer Contact Points Expanding Mainly within Japan



Currently, our customer contact points are expanding mainly within Japan, including domestic stores, and shows and events targeted primarily at children.



# Looking Ahead 10 Years and Stepping Out into the World

Growth Strategy
(4) Customer
contact points

Growth Strategy
Financial Strategy
Business Bases

We aim to extend our "points of contact with people" beyond the framework of domestic deployment to overseas and expand them in the span of 10 years.

Ideal deployment of customer contact points (including sales bases)

Direction of enhancement



### **Expand overseas**

Expand overseas customer contact points with potential



## Further solidify our domestic base

- Expand profitable
  e-commerce
  Review logistics
- 2 Sustained growth of shows and events geared for multiple target audiences
- Steady growth of the shop business

## Projected Growth, Investment in Customer

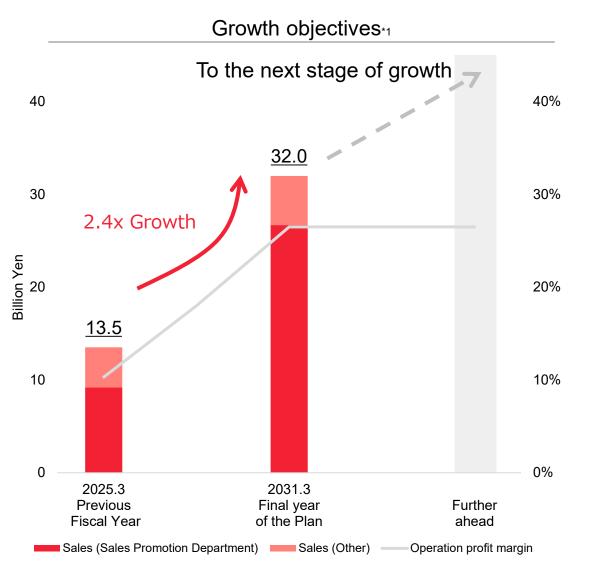




Business Bases

## Investment in Customer Contact Points

We will invest about 19 billion yen in the development of customer contact points in and out of Japan, so as to enhance profitability and move on to the next stage of growth.



# Key investment projects Investment plans worth about 19 billion yen in five years \*2

About 18 billion yen
(About 95%)

Logistics-related / Store and facility
development

### Key points of enhancements

Enhance profitability
Improve logistics efficiency and
expand e-commerce

Expand revenue scale
Expand stores in and out of Japan
Sustained growth through multitiered targeting

<sup>\*1</sup> Growth objectives: Business growth image for the final year of the mid-term plan (fiscal year ending March 2031), starting from the actual results of the fiscal year ending March 2025
\*2 Customer Contact-Related Investment: Estimated cumulative investment amount during the mid-term plan period (fiscal year ending March 2026 to fiscal year ending March 2031)

## The driving force behind growth

3. Financial Strategy – Guidelines for Growth and Challenges

- **33** Financial Strategy Policy
- **34** Capital Allocation Policy
- **35** Key Strategic Investments
- 36 Structures and Governance to Promote Inorganic Growth

## Financial Strategy Policy



We will maintain a solid financial base and high capital efficiency (ROE), dramatically increase earnings per share (EPS) and achieve sustainable growth and increased corporate value over the medium to long term.

Basic policy

- Keep a balance among financial health, strategic investment and shareholder returns to ensure proper management
- With a solid financial base established, put greater focus on strategic investments and shareholder returns

**KPIs** 

Financial health

- Maintain a solid financial base and adequate levels of cash and deposits
- Ensure leeway and mobility in business expansion

Financial health indicator

An equity ratio of 70% or more

Maintain a high level of stability

Strategic investment

- Make active investments in promising business opportunities to strengthen competitiveness and facilitate growth
- Engage in M&As from the perspective of discontinuous growth

Capital efficiency indicator

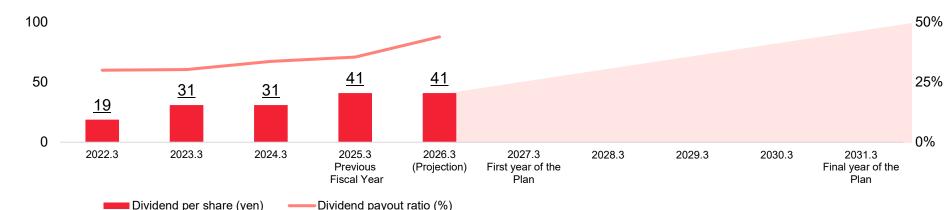
An ROE of 15% or more

Use debt efficiently

Shareholder returns

- Offer stable dividends in an amount that is not less than the minimum provided in the past, in principle
- Determine the levels flexibly based on investment strategy and financial performance

Dividend indicators
A dividend payout ratio of
40.0% or more
A total payout ratio of roughly 50%

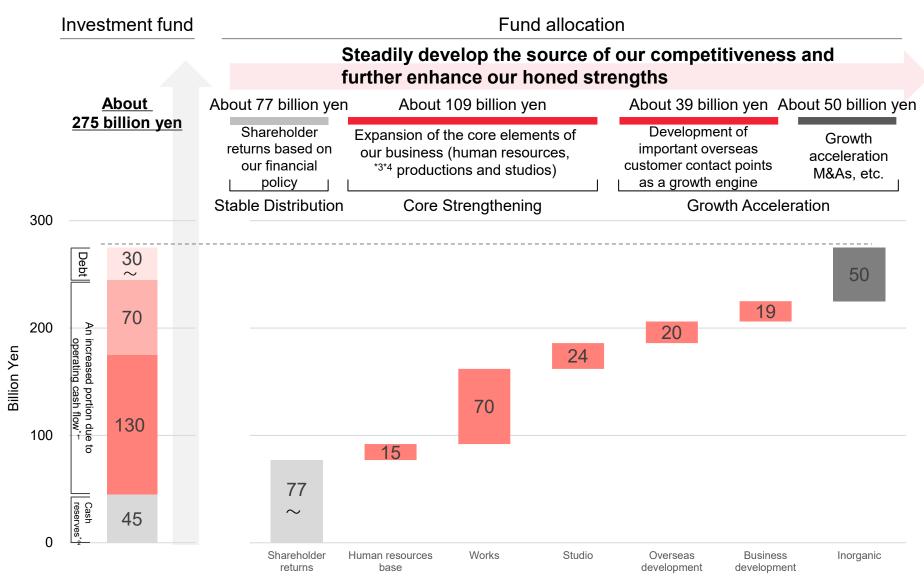


## **Allocation Policy**

Introduction Growth Strategy Financial Strategy Business Ba

(A Solid Base x Strengthened Cores x Accelerating Growth)

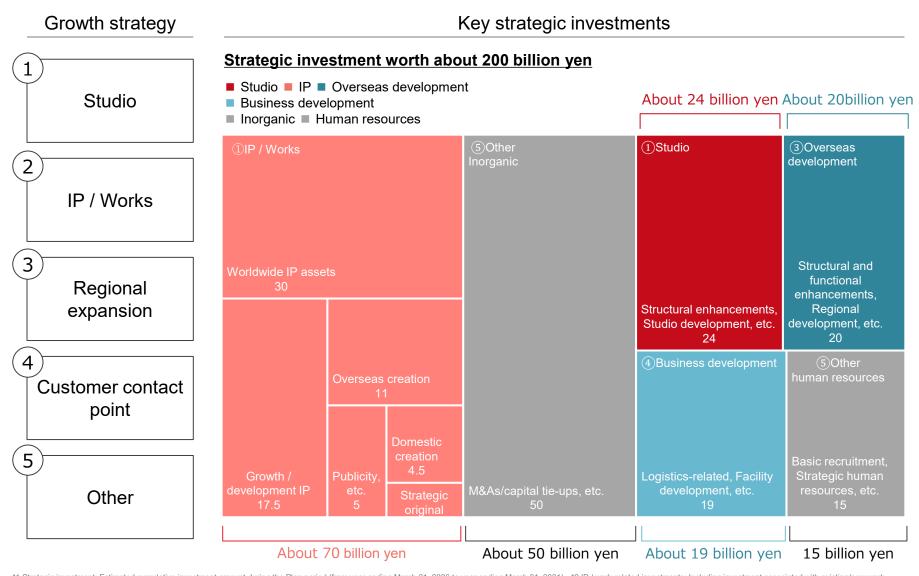
Build on our current financial stability, we will refine the core of our business and make further leaps forward through overseas expansion and M&As.



# Key Strategic Investments for Future Growth



The 200 billion yen strategic investment is the first step in our challenge for global opportunities, and we will go beyond our maximum limit to seek promising opportunities.



# Structures and Governance to Promote Inorganic Growth



As we seek to attain inorganic growth, we will create strict rules, practices and driving force, and ensure responsible decision-making.

### A challenge for inorganic growth

### Necessary frameworks

## Identify priority areas (IP x Studio x Synergy)

### Measures in line with priority areas

Sourcing to strengthen IP management

Studio collaboration schemes

Pursuit of business synergy

### Refine execution and specialized skills

- Specialized knowledge of M&As and PMI is essential
- A structure to ensure speed and certainty is essential

#### Promotion structure

Creation of a dedicated team

Recruitment for professional positions

Collaboration with external experts

KPIs to measure progress and results

Attempts to make large investments (worth 50 billion yen)

- It is essential to understand the potential impact on overall management
- It is essential to make an investment decision by taking capital efficiency into consideration
- It is essential to prepare for uncertainty to realize synergies
- It is essential to perform advance assessment and ongoing supervision

#### Governance

A framework for monitoring investment decisions based on investment criteria and capital cost

Committee deliberation based on a two-stage review

Final deliberation by the Board of Directors

## The power of organizations and human resources to create the future

4. Business Bases The Foundation
That Enables Us to Take on Challenges

- 38 Business Bases That Underpin Our Growth Strategy
- 39 Branding Challenges
- **40** Initiatives for Social Value Creation

## Business Bases That Underpin Our Growth Strategy



We will further improve our business bases to attract human resources who will support our growth strategy, and to cultivate a can-do spirit and co-creation.

## Characteristics of our growth strategy Target business bases Establish a globally competitive production base Achieve global growth of productions, Programs and regions and businesses rewards that attract Promote strategic investments and M&As human resources and make them shine An organizational The current business bases culture that cultivates a can-do spirit and co-Growth to date creation A solid challenge Stable treatment Further expansion of the current business bases Department-level collaboration Japan-centric functional and personnel bases

## **Branding Challenges**

troduction Growth Strategy Financial Strategy Business Bases

We will strive to evolve into a sustainable growing brand that deepens bonds with stakeholders and brings brilliance to society.

Stakeholders

Branding challenges

Foundation for sustainable growth

Children and people around the world to whom our works are delivered

Employees, business partners, investors and other stakeholders

Industry and the whole society

Enhanced recognition, differentiation and entry into new markets

Improved customer loyalty and marketing effectiveness

**Toei Animation** 

Improved employee motivation, trust and credibility

Build world-class brand assets

Increased employees' pride and engagement

Establish social trust

# Initiatives for Social Value Creation

As we expand our business globally, we will globally expand our efforts to build value rooted in society.

### **Environmentally friendly animation business**

Recognizing the need to promote a sustainability strategy which is essential for increasing long-term corporate value, we are working to reduce  ${\rm CO_2}$  emissions at our head office and production studios, and are developing an environmentally friendly animation business.

**Eco-friendly studios** 

Achieved a 25% reduction in paper resources and CO<sub>2</sub> emissions

## Global business development and coexistence with society

Through our animation business, we connect people and cultures and contribute to the sustainable development of society. We also promote the development of diverse human resources and cultural exchange through recruitment and collaborative activities with educational institutions around the world.

Contribute to industry through job creation and human resource development in various parts of the world A working environment focused on industrial sustainability
Human resource development for the future

## Creation of social value = The source of sustainable growth

## A governance style that supports sound business operation

To achieve sustainable growth and increase corporate value over the medium to long term, we place the highest priority on continuous enhancement of corporate governance as a foundation for ensuring sound, transparent and efficient management, and thus are working to build an effective structure.

> Creation of a special committee Enhancement of corporate governance Proper management with external neutrality

## Contribution to new industrial fields in the Middle East

Through the regional development of the entertainment and cultural industries, we support industrial diversification and human resource development in the Middle East, and contribute to the region's transition away from an oil-dependent society.

Contributing as a bridge to new industrial fields in the Middle East

5. In Conclusion: Message to Investors

42 Three KPIs Set Out in the Medium-Term Management Plan

43 Quantitative Goals for Final Fiscal Year of Medium-Term Management Plan







## in the Medium-Term Management Plan (Growth x Investment x Return)

We will set KPIs designed to enhance shareholder value, and report progress to our investors.

- 1. Revenue growth (growth)
- 2. Solid growth investment (investment) 3. Improving shareholder returns (returns)

Net sales
200 billion yen

Operating profit

50 billion yen

(\*1)

ROE About 15% Strategic investment
About 200 billion yen

Including inorganic About 50 billion yen

Fquity ratio 70% or more

Total payout ratio

Around 50%

(\*1)

Dividend payout ratio
40% or more

(\*3)

Stable dividends
(The lower limit to be set)

(\*3)

# Quantitative Goals for Final Fiscal Year of Medium-Term Management Plan

As a result of the first half of the road toward sustainable global growth, we will establish strong IP, strong overseas business and solid revenue base.

### Strategic growth

#### We aim to achieve 200 billion yen in net sales and 50 billion yen in Operating profit in the final fiscal year of the Plan.

The base is organic growth but we will also try employing inorganic means for discontinuous growth.

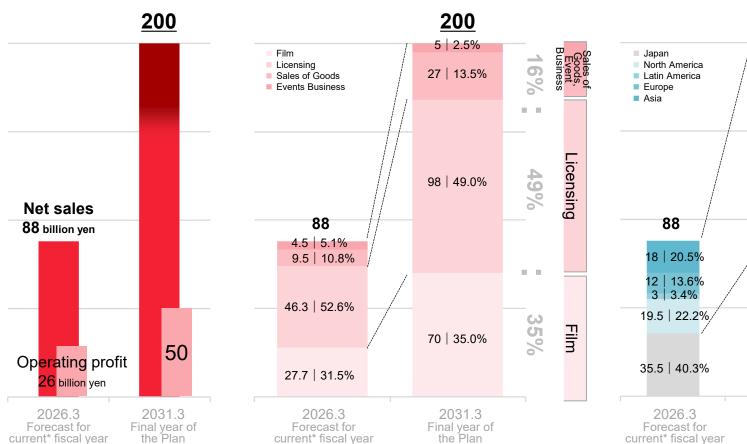
### Growth by segment

We expect to more than double Licensing and Film sales. We will also improve revenue and profitability of Sales of Goods and Event Business by expanding customer contact leveraging logistics and EC innovation.

### Growth by region

Overseas sales ratio is expected to rise as exports expand, structures of overseas subsidiaries become enhanced, and as we foray into new regions and improve revenue leveraging inorganic means.

200



# By realizing VISION2030,

we will continue to make a great leap forward as a world-renowned brand.

## TOEI ANIMATION CO.,LTD.



### [Precautions regarding outlooks]

The descriptions contained 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 undertake or warrant that the estimated figures, strategies or measures will necessarily be achieved.

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