

# Supplementary Materials: Results for the Second Quarter of the Fiscal Year Ending March 31, 2019 (April 1, 2018 through September 30, 2018)

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# 1. Quarterly Consolidated Balance Sheets (Actual Second Quarter/Previous Fiscal Year)

Items	3/18 (As of March 31, 2	(018)	9/18 (As of September 30	. 2018)	Change (decrease)	
	Amount	%	Amount	%	Amount	%
100570						
ASSETS . Current assets						
	296,350		308,219		11,868	
Cash and deposits	*		*		*	
Notes and accounts receivable-trade Securities	19,990		18,704		(1,286)	
	21,709		19,998		(1,710)	
Inventories	17,973		20,663		2,690	
Other	3,111	00.4	5,532	00.5	2,421	
Total current assets	359,134	39.4	373,118	39.5	13,984	3.9
I. Non-current assets						
Property, plant and equipment					4	
Buildings and structures, net	275,508		272,805		(2,703)	
Machinery, equipment and vehicles, net	27,193		29,057		1,863	
Land	117,653		117,653		(0)	
Construction in progress	38,747		49,643		10,896	
Other, net	14,475		15,035		559	
Total property, plant and equipment	473,578	52.0	484,194	51.3	10,615	2.2
Intangible assets						
Other	8,865		9,235		370	
Total intangible assets	8,865	1.0	9,235	1.0	370	4.2
Investments and other assets						
Investment securities	51,493		58,020		6,526	
Long-term prepaid expenses	832		814		(18)	
Other	16,769		18,368		1,598	
Total investments and other assets	69,095	7.6	77,202	8.2	8,107	11.7
Total non-current assets	551,539	60.6	570,632	60.5	19,093	3.5
Total assets	910,673	100.0	943,751	100.0	33,078	3.6
Notes and accounts payable-trade Current portion of long-term loans payable Income taxes payable Other Total current liabilities I. Non-current liabilities Bonds payable Long-term loans payable Net defined benefit liability	17,557 4,845 19,989 81,230 123,623 50,000 4,739 4,631	13.6	14,072 4,906 18,322 75,627 112,929 50,000 4,127 4,976	12.0	(3,484) 60 (1,667) (5,603) (10,693) - (612) 344	(8.7)
Other	5,702		8,072		2,370	
Total non-current liabilities	65,073	7.1	67,176	7.1	2,102	3.2
Total liabilities	188,697	20.7	180,105	19.1	(8,591)	(4.6)
			·			· , ,
NET ASSETS						
. Shareholders' equity						
Capital stock	63,201	7.0	63,201	6.7	-	
Capital surplus	111,911	12.3	111,938	11.9	26	
Retained earnings	619,599	68.0	656,386	69.5	36,786	
Treasury shares	(89,794)	(9.9)	(89,503)	(9.5)	290	
Total about additional accident	704,918	77.4	742,021	78.6	37,103	5.3
Total shareholders' equity						
. ,						
. ,	15,585	1.7	20,134	2.1	4,549	
I. Accumulated other comprehensive income	15,585 (314)	1.7 (0.0)	20,134 2	2.1 0.0	4,549 317	
I. Accumulated other comprehensive income  Valuation difference on available-for-sale securities	· ·		*			
Accumulated other comprehensive income     Valuation difference on available-for-sale securities     Deferred gains or losses on hedges	(314)	(0.0)	2	0.0	317	26.8
I. Accumulated other comprehensive income Valuation difference on available-for-sale securities Deferred gains or losses on hedges Remeasurements of defined benefit plans	(314) 1,787	(0.0) 0.2	2 1,486	0.0 0.2	317 (300)	26.8 <b>5.8</b>
II. Accumulated other comprehensive income Valuation difference on available-for-sale securities Deferred gains or losses on hedges Remeasurements of defined benefit plans Total accumulated other comprehensive income	(314) 1,787 17,058	(0.0) 0.2 1.9	2 1,486 21,623	0.0 0.2 2.3	317 (300) 4,565	

# [A. ¥33.0 Billion (3.6%) Increase in Assets]

## I. ¥13.9 Billion Increase in Current Assets

(1) Increase in cash and deposits ¥11.8 billion ···①

#### II. ¥19.0 Billion Increase in Non-current Assets

(1) Increase due to capital expenditures

(3) Increase in investment securities

¥30.0 billion

(2) Decrease due to depreciation and amortization

II. ¥2.1 Billion Increase in Non-current Liabilities

¥(18.6 billion)

¥6.5 billion  $\cdots$ ②

## [Amount of Increase/Decrease in Non-current assets]

(Millions of yen)

Items	Amount
Amount of increase/decrease in facilities	10,968
Capital expenditures	30,027
Theme Park Segment	28,209
Hotel Business Segment	648
Other Business Segment	1,190
Removal from consolidation	(19
Eliminations, etc.	(459
Depreciation and amortization	(18,600
amount of increase/decrease in investment securities and other assets	8,125
Total	19,093

# [B. ¥8.5 Billion (4.6%) Decrease in Liabilities]

I. ¥10.6 Billion Decrease in Current Liabilities

¥(5.8 billion) ····④

(2) Decrease in accounts payable-trade

(1) Decrease in payables

¥(3.4 billion) …③

## [Breakdown of Interest-Bearing Debt]

(Millions of yen)

Items	3/18	9/18	Change
Current portion of long-term loans payable	4,845	4,906	60
Bonds payable	50,000	50,000	-
Long-term loans payable	4,739	4,127	(612)
Total	59,585	59,033	(551)

# [C. ¥41.6 Billion (5.8%) Increase in Net Assets]

(1) Increase in retained earnings  $$\pm 36.7$$  billion  $\cdots \$ 

• Increase due to profit attributable to owners of parent ¥43.3 billion

• Decrease due to cash dividends ¥(6.5 billion)

(2) Increase in valuation difference on available-for-sale securities ¥4.5 billion ····⑥

# 2. Quarterly Consolidated Statements of Income (Actual Results/Previous Cumulative Second Quarter)

			-			(IVIIIIOI)	ns or yen)	1
	Items	9/17 (Six months ended Sept.	30. 2017)	9/18 (Six months ended Sept.	30. 2018)	Change (decre	ase)	
	none	Amount	%	Amount	%	Amount	%	
	Net sales	232,583	100.0	250,691	100.0	18,107	7.8	Α
	Theme Park Segment	191,957	82.5	207,907	82.9	15,949	8.3	1
	Hotel Business Segment	32,022	13.8	35,179	14.0	3,156	9.9	2
	Other Business Segment	8,603	3.7	7,604	3.1	(998)	(11.6)	3
	Cost of sales	144,193	62.0	154,518	61.6	10,325	7.2	
	Personnel expenses	37,463		38,771		1,308		
	Other expenses	90,903		99,779		8,876		
	Depreciation and amortization	15,826		15,966		140		
	Gross profit	88,390	38.0	96,173	38.4	7,782	8.8	
	Selling, general and administrative expenses	32,253	13.9	34,290	13.7	2,036	6.3	
	Personnel expenses	11,500		13,246		1,745		
	Other expenses	17,941		18,410		469		
	Depreciation and amortization	2,812		2,633		(178)		
	Operating profit	56,136	24.1	61,882	24.7	5,745	10.2	В
(	Theme Park Segment	47,155	20.3	51,420	20.5	4,264	9.0	4
	Hotel Business Segment	7,633	3.3	9,024	3.6	1,390	18.2	5
	Other Business Segment	1,232	0.5	1,311	0.5	78	6.4	6
	(Elimination and Corporate)	114	0.0	126	0.1	12	10.7	
	Non-operating income	1,554	0.7	1,403	0.6	(150)	(9.7)	
	Non-operating expenses	531	0.2	677	0.3	146	27.6	
	Ordinary profit	57,159	24.6	62,608	25.0	5,448	9.5	
	Profit before income taxes	57,159	24.6	62,608	25.0	5,448	9.5	
	Income taxes-current	17,104	7.3	18,650	7.5	1,545	9.0	
	Income taxes-deferred	(2,429)	(1.0)	588	0.2	3,017	-	
	Total income taxes	14,674	6.3	19,238	7.7	4,563	31.1	
	Profit	42,485	18.3	43,369	17.3	884	2.1	
	Profit attributable to owners of parent	42,485	18.3	43,369	17.3	884	2.1	
_		•						4

# [A. ¥18.1 Billion (7.8%) Increase in Net Sales]

(Millions of yen)

	Items	9/17	9/18	Change	Change (%)	Primary reasons for change
1	Theme Park Segment	191,957	207,907	15,949	8.3	
	Attractions and shows	89,775	95,286	5,511	6.1	la consecs in Theore Book ettendence
	Merchandise	65,516	73,263	7,746	11.8	Increase in Theme Park attendance Increase in net sales per Guest
	Food and beverages	33,762	35,964	2,201	6.5	increase in het sales per Guest
	Others	2,903	3,392	489	16.8	
2	Hotel Business Segment	32,022	35,179	3,156	9.9	Increase in accommodation revenue due to
	Disney Hotels*	27,602	30,740	3,138	11.4	Tokyo Disney Resort 35th Anniversary events
	Others	4,420	4,438	17	0.4	Tokyo Dishey Resort Sout Anniversary events
3	Other Business Segment	8,603	7,604	(998)	(11.6)	
	Ikspiari	4,295	3,301	(994)	(23.2)	Decrease due to sale of directly managed restaurants
	Monorail	2,205	2,194	(10)	(0.5)	in the Ikspiari business
	Others	2,101	2,109	7	0.4	

<sup>\*</sup>Including Disney Ambassador Hotel, Tokyo DisneySea Hotel MiraCosta, Tokyo Disneyland Hotel and Tokyo Disney Celebration Hotel.

#### [Theme Park Information]

[ THEME I AIK IIIIOIIIIAIIOII]				
Items	9/17	9/18	Change	Primary reasons for change
Attendance (thousand people)	14,775	15,518	743	Increase due to Tokyo Disney Resort 35th Anniversary events
Net sales per Guest (yen)	11,473	11,700	227	
Ticket receipts	5,234	5,267	33	
Merchandise	3,958	4,119	161	<ul> <li>Increase due to strong sales of Tokyo Disney Resort 35th Anniversary events related products</li> </ul>
Food and beverages	2,281	2,314	33	

# [B. ¥5.7 Billion (10.2%) Increase in Operating Profit]

Items	9/17	9/18	Change	Primary reasons for change
Theme Park Segment	47,155	51,420	4,264	Increase in net sales Increase in merchandise and food/beverages sales cost ratio [¥(1.0 billion)] Increase in personnel expenses [¥(2.1 billion)] Increase in personnel expenses for part-time employees [¥(0.9 billion)] Increase due to appearance of performance bonus [¥(0.9 billion)] Increase in other factors [¥(0.2 billion)] Increase in miscellaneous costs [¥(2.6 billion)] Increase in Tokyo Disney Resort 35th Anniversary events related costs [¥(1.6 billion)] Increase in computer-system-related expenses [¥(0.5 billion)] Increase in other factors [¥(0.4 billion)] Increase in depreciation and amortization expenses [¥(0.2 billion)]
⑤ Hotel Business Segment	7,633	9,024	1,390	Increase in net sales Increase in personnel expenses Increase due to appearance of performance bonus, etc.
Other Business Segment	1,232	1,311	78	

# 3. Quarterly Consolidated Statements of Income (Actual Results/Initial Forecast for Cumulative Second Quarter)

			<u> </u>		(1411111	s or yerr)	_
Items	Initial Foreca (Six months ended S 2018)		Actual Resu (Six months ended S 2018)		Change (decrease)		
	Amount	%	Amount	%	Amount	%	
Net sales	241,540	100.0	250,691	100.0	9,151	3.8	Α
Theme Park Segment	200,700	83.1	207,907	82.9	7,207	3.6	1
Hotel Business Segment	33,360	13.8	35,179	14.0	1,819	5.5	2
Other Business Segment	7,480	3.1	7,604	3.1	124	1.7	3
Operating profit	54,040	22.4	61,882	24.7	7,842	14.5	В
Theme Park Segment	44,740	18.5	51,420	20.5	6,680	14.9	4
Hotel Business Segment	8,080	3.4	9,024	3.6	944	11.7	<b>⑤</b>
Other Business Segment	1,150	0.5	1,311	0.5	161	14.0	6
(Elimination and Corporate)	70	0.0	126	0.1	56	81.4	
Ordinary profit	55,080	22.8	62,608	25.0	7,528	13.7	
Profit before income taxes	55,080	22.8	62,608	25.0	7,528	13.7	
Income taxes	16,490	6.8	19,238	7.7	2,748	16.7	
Profit	38,590	16.0	43,369	17.3	4,779	12.4	
Profit attributable to owners of parent	38,590	16.0	43,369	17.3	4,779	12.4	

# [A. ¥9.1 Billion (3.8%) Increase in Net Sales]

(Millions of yen)

Items	Initial Forecast	Actual Results	Change	Primary reasons for change
① Theme Park Segment	200,700	207,907	7,207	•Increase in Theme Park attendance
② Hotel Business Segment	33,360	35,179	1,819	•Increase in accommodation revenue due to Tokyo Disney Resort 35th Anniversary events
③ Other Business Segment	7,480	7,604	124	

# [B. ¥7.8 Billion (14.5%) Increase in Operating Profit]

Items	Initial Forecast	Actual Results	Change	Primary reasons for change
Theme Park Segment	44,740	51,420	6,680	•Increase in net sales •Decrease in miscellaneous costs [about ¥1.5 billion] -Postponement of costs to the second half of the year, etc.
⑤ Hotel Business Segment	8,080	9,024	944	Increase in net sales Increase in personnel expenses Increase due to appearance of performance bonus, etc.
Other Business Segment	1,150	1,311	161	Decrease in miscellaneous costs in Ikspiari business

# 4. [Reference] Consolidated Statements of Income (Initial Forecast for the Full Year/Results for Previous Fiscal Year)

Items	Results for FY end (Apr. 1, 2017 - Mar. 3		Initial Forecas FY ending 3/ (Apr. 1, 2018 - Mar. 3	′19	Change (decrease)	
	Amount	%	Amount	%	Amount	%
Net sales	479,280	100.0	500,860	100.0	21,579	4.5
Theme Park Segment	395,978	82.6	417,970	83.5	21,991	5.6
Hotel Business Segment	66,447	13.9	67,840	13.5	1,392	2.1
Other Business Segment	16,854	3.5	15,050	3.0	(1,804)	(10.7)
Cost of sales	302,771	63.2	318,910	63.7	16,138	5.3
Gross profit	176,508	36.8	181,950	36.3	5,441	3.1
Selling, general and administrative expenses	66,223	13.8	68,480	13.6	2,256	3.4
Operating profit	110,285	23.0	113,470	22.7	3,184	2.9
Theme Park Segment	91,636	19.1	94,460	18.9	2,823	3.1
Hotel Business Segment	16,298	3.4	16,640	3.3	341	2.1
Other Business Segment	2,071	0.4	2,230	0.5	158	7.7
(Elimination and Corporate)	279	0.1	140	0.0	(139)	(50.0)
Non-operating income	2,443	0.5	2,220	0.4	(223)	(9.2)
Non-operating expenses	1,068	0.2	880	0.2	(188)	(17.6)
Ordinary profit	111,660	23.3	114,810	22.9	3,149	2.8
Extraordinary income	1,336	0.3	-	-	(1,336)	-
Profit before income taxes	112,997	23.6	114,810	22.9	1,812	1.6
Income taxes	31,805	6.7	34,780	6.9	2,974	9.4
Profit	81,191	16.9	80,030	16.0	(1,161)	(1.4)
	I			1 1		

# [A. ¥21.5 Billion (4.5%) Increase in Net Sales]

(Millions of yen)

Items	FY 3/18 Results	FY 3/19 Forecast	Change	Change (%)	Primary reasons for change
① Theme Park Segment	395,978	417,970	21,991	5.6	In the second se
Attractions and shows	186,091	192,779	6,688	3.6	
Merchandise	134,922	149,019	14,097	10.4	Increase in Theme Park attendance Increase in net sales per Guest
Food and beverages	68,907	70,044	1,137	1.7	morease in her sailes per Guest
Others	6,056	6,132	75	1.2	
② Hotel Business Segment	66,447	67,840	1,392	2.1	•Increase in accommodation revenue
Disney Hotels*	57,215	58,231	1,015	1.8	
Others	9,232	9,609	376	4.1	
3 Other Business Segment	16,854	15,050	(1,804)	(10.7)	
Ikspiari	8,117	6,578	(1,539)	(19.0)	Decrease in Ikspiari business
Monorail	4,513	4,458	(55)	(1.2)	Decrease in Ikspian business
Others	4,223	4,014	(209)	(5.0)	

<sup>\*</sup>Including Disney Ambassador Hotel, Tokyo DisneySea Hotel MiraCosta, Tokyo Disneyland Hotel and Tokyo Disney Celebration Hotel.

#### [Theme Park Information]

Thene i aik information							
Items	FY 3/18 Results	FY 3/19 Forecast	Change	Primary reasons for change			
Attendance (thousand people)	30,100	31,000	900	*Increase due to Tokyo Disney Resort 35th Anniversary events, etc.			
Net sales per Guest (yen)	11,614	11,830	216				
Ticket receipts	5,339	5,350	11				
Merchandise	3,989	4,220	231	<ul> <li>Increase due to sales of Tokyo Disney Resort 35th Anniversary related products</li> </ul>			
Food and beverages	2,286	2,260	(26)	*Decrease due to restaurant renovation			

# [B. ¥3.1 Billion (2.9%) Increase in Operating Profit]

				(Millions of yen)
Items	FY 3/18 Results	FY 3/19 Forecast	Change	Primary reasons for change
Theme Park Segment	91,636	94,460	2,823	<ul> <li>Increase in net sales</li> <li>Increase in merchandise and food/beverages sales cost ratio [about ¥(1.0 billion)]</li> <li>Increase in personnel expenses [about ¥(1.0 billion)]</li> <li>Increase in personnel expenses for part-time employees [about ¥(2.0 billion)]</li> <li>Decrease in other factors [about ¥1.0 billion]</li> <li>Increase in miscellaneous costs [about ¥(7.0 billion)]</li> <li>Increase in Tokyo Disney Resort 35th Anniversary events related costs [about ¥(3.0 billion)]</li> <li>Increase in computer-system-related expenses [about ¥(2.0 billion)]</li> <li>Increase in maintenance costs [about ¥(0.5 billion)]</li> <li>Increase in other factors [about ¥(1.5 billion)]</li> <li>Increase in depreciation and amortization expenses [¥(1.1 billion)]</li> </ul>
⑤ Hotel Business Segment	16,298	16,640	341	
© Other Business Segment	2,071	2,230	158	Decrease in miscellaneous costs in Ikspiari business

# Capital Expenditures / Depreciation and Amortization

# 1. Capital Expenditures

(Property, plant and equipment, Intangible assets, Long-term prepaid expenses)

(1) Results for the Cumulative Second Quarter of the FY Ending March 31, 2019 / Results for the Same Period of the Previous FY

(Billions of yen)

(Billions of yen)

Items	3/18 Results (Six months ended Sep. 30, 2017)	3/19 Results (Six months ended Sep. 30, 2018)	Change	Primary reasons for change
Theme Park Segment	25.8	28.2	2.3	
Tokyo Disneyland	13.8	14.2	0.3	
Tokyo DisneySea	7.0	9.4	2.4	Increase due to construction of new attractions and renovation of restaurants
Others	4.8	4.4	(0.4)	
Hotel Business Segment	0.7	0.6	(0.0)	
Other Business Segment	0.4	1.1	0.7	
(Elimination and Corporate)	(0.0)	(0.0)	(0.0)	
Total	26.9	30.0	3.0	

3/18 Results 3/19 Forecast Change Items Primary reasons for change

Т	neme Park Segment	57.0	95.1	38.1	
	Tokyo Disneyland	31.4	56.4	24.9	Increase due to development of new area and facilities in Fantasyland, construction of a multilevel parking facility, and renovation of park entrance
	Tokyo DisneySea	15.2	22.2	7.0	Increase due to construction of new attractions and renovation of restaurants
	Others	10.3	16.4	6.1	Increase due to office renovation and system investment
Н	otel Business Segment	1.4	1.4	0.0	
О	ther Business Segment	1.3	3.7	2.3	Increase in Monorail business
(E	limination and Corporate)	(0.0)	(0.0)	0.0	
	Total	59.8	100.3	40.4	

# 2. Depreciation and Amortization

(Property, plant and equipment, Intangible assets, Long-term prepaid expenses)

(2) Forecast for the FY ending March 31, 2019 / Results for the FY ended March 31, 2018

(1) Results for the Cumulative Second Quarter of the FY Ending March 31, 2019 / Results for the Same Period of the Previous FY (Billions of yen)

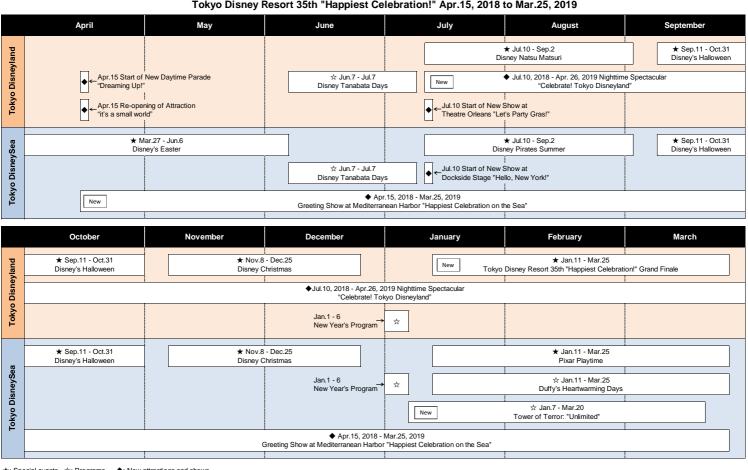
(1) Results for the Cumulative Second Quarter of the FY Ending March 31, 2019 / Results for the Same Period of the Previous FY (Billions of yen)						
Items	3/18 Results (Six months ended Sep. 30, 2017)	3/19 Results (Six months ended Sep. 30, 2018)	Change	Primary reasons for change		
Theme Park Segment	15.3	15.5	0.2			
Tokyo Disneyland	5.1	6.0	0.8			
Tokyo DisneySea	6.7	6.1	(0.6)			
Others	3.3	3.3	(0.0)			
Hotel Business Segment	2.1	1.9	(0.1)			
Other Business Segment	1.2	1.1	(0.0)			
(Elimination and Corporate)	(0.0)	(0.0)	(0.0)			
Total	18.6	18.6	(0.0)			

(2) Forecast for the FY ending March 31, 2019 / Results for the FY ended March 31, 2018 (Billions of yen)

Items	3/18 Results	3/19 Forecast	Change	Primary reasons for change
Theme Park Segment	30.7	31.9	1.1	
Tokyo Disneyland	10.8	12.3	1.5	Increase due to renewal of daytime parade
Tokyo DisneySea	12.9	12.4	(0.5)	
Others	6.9	7.2	0.2	
Hotel Business Segment	4.1	3.9	(0.2)	
Other Business Segment	2.4	2.2	(0.1)	
(Elimination and Corporate)	(0.0)	(0.0)	0.0	
Total	37.3	38.1	0.8	

## Theme Parks Event Calendar for the Fiscal Year Ending March 2019

Tokyo Disney Resort 35th "Happiest Celebration!" Apr.15, 2018 to Mar.25, 2019

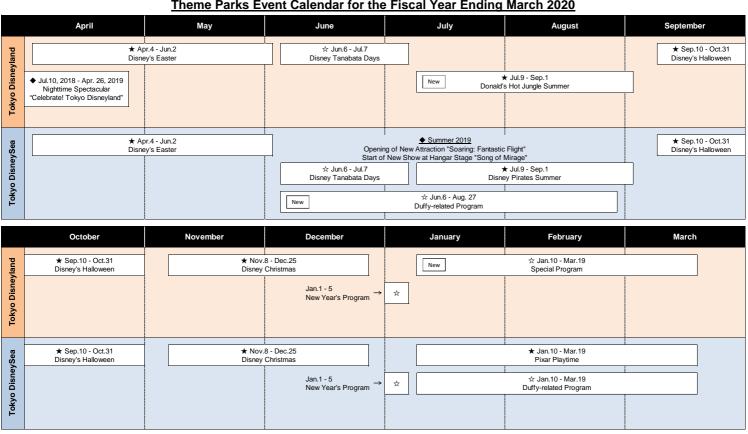


<sup>★:</sup> Special events ☆: Programs ♦: New attractions and shows

× Program titles, contents, and dates are subject to change

\*Plans announced as of October 30, 2018

## Theme Parks Event Calendar for the Fiscal Year Ending March 2020



<sup>★:</sup> Special events ☆: Programs ♦: New attractions and shows

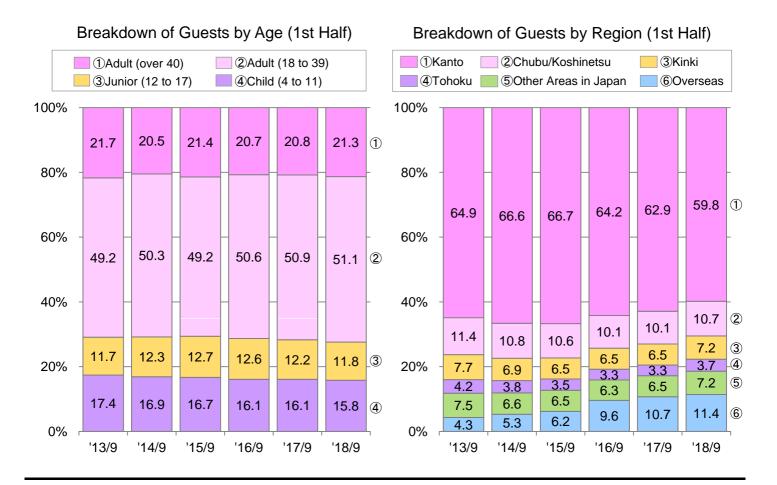
%Plans announced as of October 30, 2018

<sup>\*</sup>Program titles, contents, and dates are subject to change.

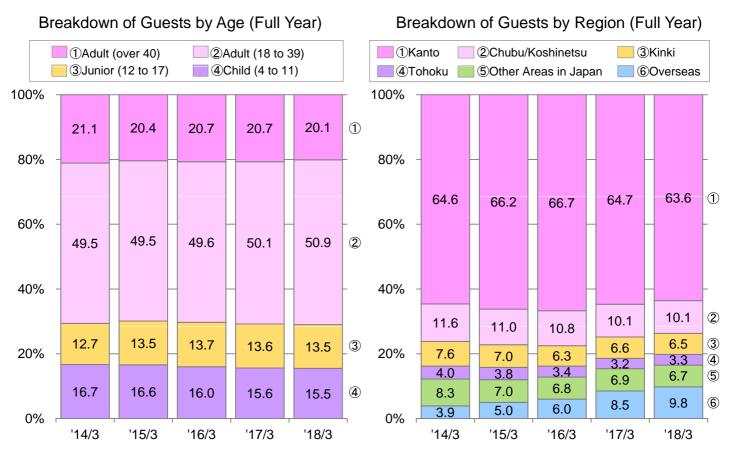
# **Fact Data**



# **Fact Data**



# [Reference] Results as of March 2018





# Oriental Land Co., Ltd.

Investor Relations Group, Finance/Accounting Department URL: http://www.olc.co.jp/en

### Cautionary Statement:

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Theme park attendance figures have been rounded. Financial figures have been truncated.

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