

Results for the Fiscal Year Ended March 2025

April 28, 2025 Oriental Land Co., Ltd.



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I. Financial Results



1. Results for FY3/25 vs. FY3/24

[¥ billion]

Consolidated Statement of Income	FY3/24 Results	FY3/25 Results	Change	Change
Net Sales	618.4	679.3	60.8	9.8%
Theme Park Segment	513.7	552.1	38.3	7.5%
Hotel Business Segment	88.3	110.4	22.0	25.0%
Other Business Segment	16.3	16.7	0.4	2.6%
Operating Profit	165.4	172.1	6.6	4.0%
Theme Park Segment	139.5	140.4	0.9	0.7%
Hotel Business Segment	24.7	30.4	5.6	22.9%
Other Business Segment	0.7	0.6	(0.1)	(16.2) %
Ordinary Profit	166.0	173.3	7.3	4.4%
Extraordinary Income	-	0.2	0.2	-
Profit before Income Taxes	166.0	173.5	7.5	4.6%
Profit Attributable to Owners of Parent	120.2	124.1	3.9	3.3%

Achieved record high net sales and profits at all levels, driven by increases in net sales per guest and revenue of Hotel business Segment, etc.



Theme Park Segment [1]	FY3/24 Results	FY3/25 Results	Change	Change
Net Sales [¥ billion]	513.7	552.1	38.3	7.5%
Attendance [million people]	27.51	27.56	0.05	0.2%
Net Sales per Guest [¥]	16,644	17,833	1,189	7.1%
Attractions and Shows [¥]	8,229	9,386	1,157	14.1%
Merchandise [¥]	5,157	5,084	(73)	(1.4) %
Food and Beverages [¥]	3,258	3,362	104	3.2%

Attendance was roughly the same

- Increase thanks to the opening of Fantasy Springs
- Increase in the number of overseas guests
- Increase due to long-term shareholders benefit program
- Decrease due to a decline in travel demand on the back of a slow down in post-pandemic "revenge spending"
- Decrease due to the end of the Tokyo Disney Resort® 40th Anniversary

•Decrease due to severe heat

Increase in net sales per guest

- Increase in Attractions and Shows
- Increase in Disney Premier Access
- Increase in Tokyo Disney Resort Vacation Packages
- Larger proportion of high-priced tickets owing to variable pricing
- Decrease in Merchandise
- Decrease due to the termination of sales of products related to Tokyo Disney Resort 40th Anniversary
- Increase due to start of sales of products related to Fantasy Springs

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•Increase in Food and Beverages

- Increase due to the opening of new restaurants accompanying the opening of Fantasy Springs

Attendance was on a par with the previous fiscal year, net sales per guest achieved record high due to an increase in attractions and shows, etc.



[¥ billion] Theme Park Segment [2] FY3/24 Results FY3/25 Results Change Change **Net Sales** 513.7 552.1 38.3 7.5% **Operating Profit** 139.5 140.4 0.9 0.7%

Operating profit was roughly the same			
Increase in net sales			
Increase in merchandise and food/beverages cost ratio	(3.0)		
Increase in personnel expenses			
Decrease due to difference between lump-sum payment in FY3/24 and performance bonus in FY3/25	5.7		
Increase in personnel expenses for part-time cast members	(4.3)		
Increase in personnel expenses for full- time employees	(4.2)		
Other	(2.5)		

[¥ billion]

In	crease in miscellaneous costs	(10.4)		
	Increase in maintenance costs	(2.1)		
	Increase in sales promotion costs	(1.4)		
	Increase in energy costs	(1.0)		
	Increase in costs related to entertainment	(1.0)		
	Increase in IT-related expenses	(0.9)		
	Other	(3.7)		
	crease in depreciation and amortization (penses	(16.6)		
	Increase in newly acquired assets, etc.			

Note: Increase in costs is expressed by figures in parentheses, which show by how much operating profit decreased.

Operating profit remained almost the same thanks to increased net sales although each cost increased along with the opening of Fantasy Springs, etc. $_{6}$



HOTEL				[¥ billion]	
Hotel Business Segment	FY3/24 Results FY3/25 Results		Change	Change	
Net Sales	88.3	110.4	22.0	25.0%	
Disney Hotels	79.7	101.4	21.7	27.2%	
Occupancy rate [%, pt]	98.4	95.7	(2.7)		
Average charge per room [¥]	54,430	64,886	10,456	19.2%	
Other Hotels	8.5	8.9	0.3	4.7%	
Operating Profit	24.7	30.4	5.6	22.9%	

Increase in net sales

- Increase accompanying with the opening of Tokyo DisneySea Fantasy Springs Hotel_®
- Increase in room charges

Increase in operating profit

- Increase in net sales
- Increase in personnel expenses [¥(4.0 billion)]
 - Increase due to larger number of employees and compensation revision, etc.
- Increase in miscellaneous costs
- Increase in depreciation and amortization expenses [¥(2.6 billion)]

Note: Increase in costs is expressed by figures in parentheses, which show by how much operating profit decreased.

Both net sales and operating profit grew owing to an increase in accommodation revenue driven by the opening of Tokyo DisneySea Fantasy Springs Hotel and higher charges per room



				[¥ billion]
Other Business Segment	FY3/24 Results	FY3/25 Results	Change	Change
Net Sales	16.3	16.7	0.4	2.6%
Operating Profit	0.7	0.6	(0.1)	(16.2) %

Increase in net sales

• Increase in Monorail business due to a rise in the number of passengers

Decrease in operating profit

- Increase in personnel expenses
- Increase in miscellaneous costs

Operating profit decreased due to increases in personnel expenses and miscellaneous costs despite growth of net sales from Monorail business, etc. ⁸



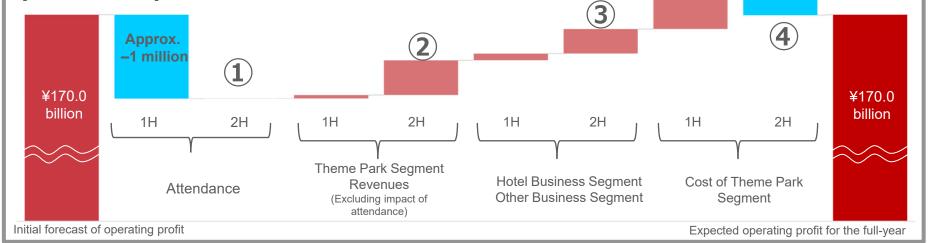
2. Results for FY3/25 vs. Revised Forecast in Oct.

Comparison with forecast announced in October 2024 based on precondition for 2H

Operating profit exceeded initial forecast, reaching ¥172.1 billion.

	Impact on operating profit	Main reasons for increase (decrease)
1	Fell short of forecast	 Larger-than-expected decrease due to a decline in travel demand on the back of a slow down in post-pandemic "revenge spending" Larger-than-expected decrease owing to termination of Tokyo Disney Resort 40th Anniversary events Larger-than-expected impact of rainy weather
2	Exceeded forecast	 Higher-than-expected revenue from Disney Premier Access Higher-than-expected merchandise revenue Higher-than-expected revenue from Tokyo Disney Resort Vacation Packages
3	Exceeded forecast	·Higher-than-expected average charge per room and accommodation revenue
(4)	Exceeded forecast	·Lower-than-expected miscellaneous costs

Visual representation of FY3/25 operating profit increase/decrease of forecast announced in October [vs. Initial Forecast]



Operating profit exceeded forecast as of Oct. 2024 due to higher-then-expected net sales per guest and operating profit for the Hotel Business Segment 9



II. Review of 2024 Medium-term Plan



Goals of 2024 Medium-term Plan

Policy : <u>Recovery from the pandemic</u> and <u>take on challenges for the future</u>

Goals

Enhance guests' experience value

Restore financial performance

• We will aim to restore our financial performance in phases while taking steady measures to regain park visits by guests.

<FY3/25 financial targets announced in Oct. 2023>

- Consolidated operating cash flow* : Approx. ¥180 billion
- Consolidated operating profit: Approx. ¥160 billion
- ROE: Approx. 11%

*Operating cash flow = Profit attributable to owners of parent+ Depreciation and amortization expenses

Made steady progress towards our goals and strong recovery from the pandemic



Review of 2024 Medium-term Plan

Goal 1: Enhance guests' experience value: Achieved

Reduce limit on daily attendance + Seek to even out attendance levels	 Tightened the limit on daily attendance from the pre-pandemic level and achieved a comfortable park environment The gap between weekday and holiday attendance narrowed from the pre-pandemic level.
Provide options	 Introduced Disney Premier Access; expanded applicable contents Expanded plans and sales slots for Tokyo Disney Resort Vacation Packages Sold 1-Day Passport: Fantasy Springs Magic tickets in response to strong initial demand for Fantasy Springs
Enhance theme park appeal	 Fantasy Springs opened in June 2024, which enhanced experience value Investment value is expected to be approx. ¥301 billion (initial projection: ¥320 billion) The scaled-down special events and entertainment programs were restored to the pre-pandemic levels Castle projection show was reintroduced after five years; Marvel characters and other new IP have been utilized

[Reference]



Number of applicable contents	 18 contents added in consideration of guests' evaluation and needs [as of April 28, 2025]
Users	 Slightly greater proportion of overseas guests and regional guests compared to composition of park guests
Scale of sales	 Due to the opening of Fantasy Springs, revenue now accounts for more than 10% of attractions and shows revenue per guest



Sales slots	 Of all Disney hotel rooms, about 20% are used via Tokyo Disney Resort Vacation Packages
Users	 First-time users comprise more than half Among domestic guests, more than half of users are regional guests but guests from Tokyo metropolitan area account large proportion Less than 10% of all overseas guests
Scale of sales	 Sales on a consolidated are over ¥50 billion [including accommodation revenue and content revenue]

As to Disney Properties ©Disney

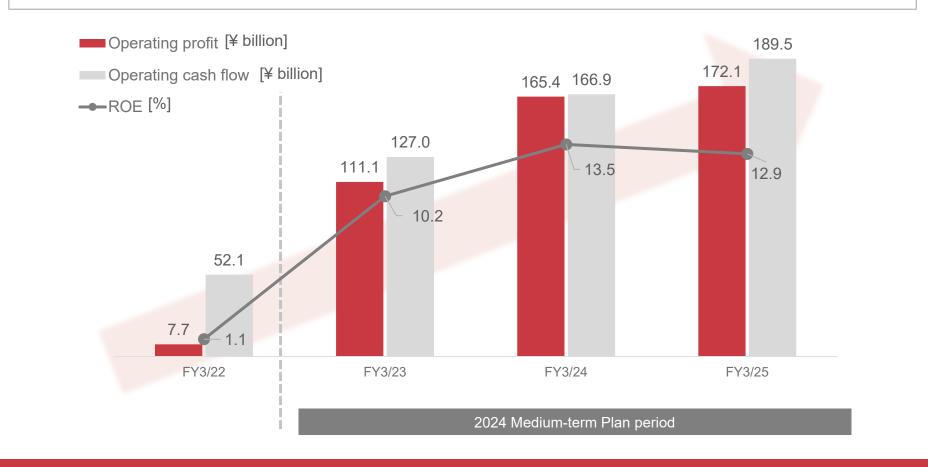
Expanded measures to enhance guests' experience value through unconventional approaches



Review of 2024 Medium-term Plan

Goal 2: Restore financial performance: Achieved

- Steady recovery was achieved over the three-year period, resulting in record high operating profit and operating cash flow for FY3/25.
- ROE exceeded the upheld target of approx. 11%.



Achieved significant growth by recovering operating profit and operating cash flow from pandemic-era



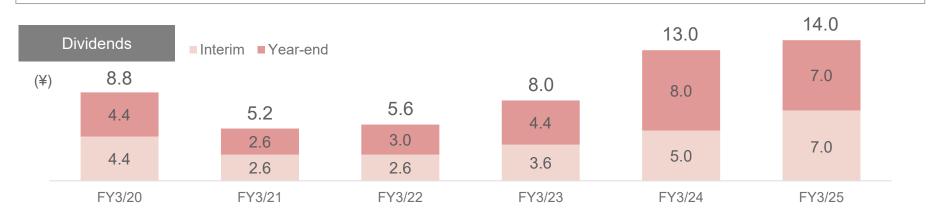
Review of 2024 Medium-term Plan

Human resources strategy (Seeking transformation into a sustainable HR structure while maximizing job satisfaction)

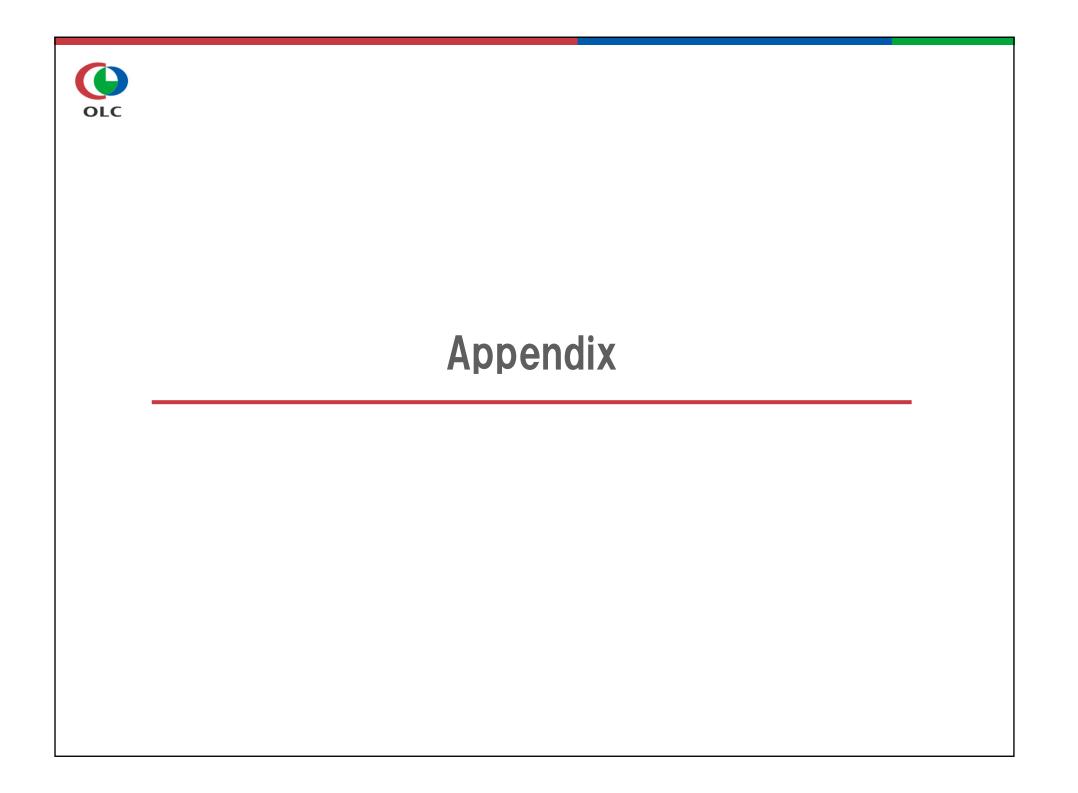
Maximizing job satisfaction	 Introduced an engagement survey to visualize job satisfaction at each organization. Set KGIs for the OLC Group. Present the trend analysis and key initiatives for each organization to support their activities. Currently, the scores have been on an upward trend. Employee compensation has been revised upward over three consecutive years and the salary system for cast members was revised, thereby ensuring a sense of security at work.
Sustainable HR structure	 Enhancing hiring capacity and retention rate by improving compensation through reorganization of roles [primarily for cast members] Secured required workforce and opened Fantasy Springs based on strengthened labor-saving and hiring efforts

Financial strategy

• Dividends were increased in phases in step with recovery in financial performance, achieving our target of restoring the prepandemic level.



Promoted initiatives to achieve goals under HR and financial strategies





Disney Premier Access

This service, available for a fee, will allow guests to select designated times to be admitted to and enjoy certain experiences with a shorter wait time

To Dis	kyo sneyland₀		DISNEPSEA	•	
Contents	Intro. date	Price	Contents	Intro. Date	Price
 Enchanted Tale of Beauty and the Beast 	May 19, 2022	¥2,000	Soaring: Fantastic Flight	May 19, 2022	¥2,000
♦ Splash Mountain	Dec.1, 2022	¥1,500	♦ Toy Story Mania!	Jun. 10, 2022	¥2,000
The Happy Ride with Baymax	Dec.1, 2022	¥1,500	\diamondsuit Believe! Sea of Dreams	Nov. 11, 2022	¥2,500
⊘Disney Harmony in Color	Apr. 15, 2023	¥2,500	Tower of Terror	Dec. 9, 2022	¥1,500
	Apr. 15, 2023	¥2,500	 Journey to the Center of the Earth 	Dec. 9, 2022	¥1,500
\diamondsuit Reach for the Stars	Sep. 20, 2024	¥2,500	 Anna and Elsa's Frozen Journey 	Jun. 6, 2024	¥2,000
\diamondsuit Mickey's Magical Music World	Nov. 13, 2024	¥2,500	Rapunzel's Lantern Festival	Jun. 6, 2024	¥2,000
◇Club Mouse Beat	Nov. 13, 2024	¥2,500	 Peter Pan's Never Land Adventure 	Jun. 6, 2024	¥2,000
♦ Disney Pal-Palooza "It's a Sweetsful Time!"	Jan. 15, 2025* ¹	¥2,500	\diamondsuit Big Band Beat: A Special Treat	Nov. 13, 2024	¥2,500
 ◇Disney Pal-Palooza Quacky Celebration ★ Donald the Legend! 	Apr. 8, 2025*2	¥2,500	⊘Dockside Splash Remix	Jul. 2, 2025* ³	¥2,500
♦: Attraction ♢: Entertainment program			⊘Dreams Take Flight	Jul. 16, 2025	¥2,500
As to Disney Properties ©Disney			Note: Information as of April 28, 2025 *1 Included with Disney Premier Access *2 Included with Disney Premier Access *3 Included with Disney Premier Access	from Apr. 8 to Jun. 30, 20)25 16



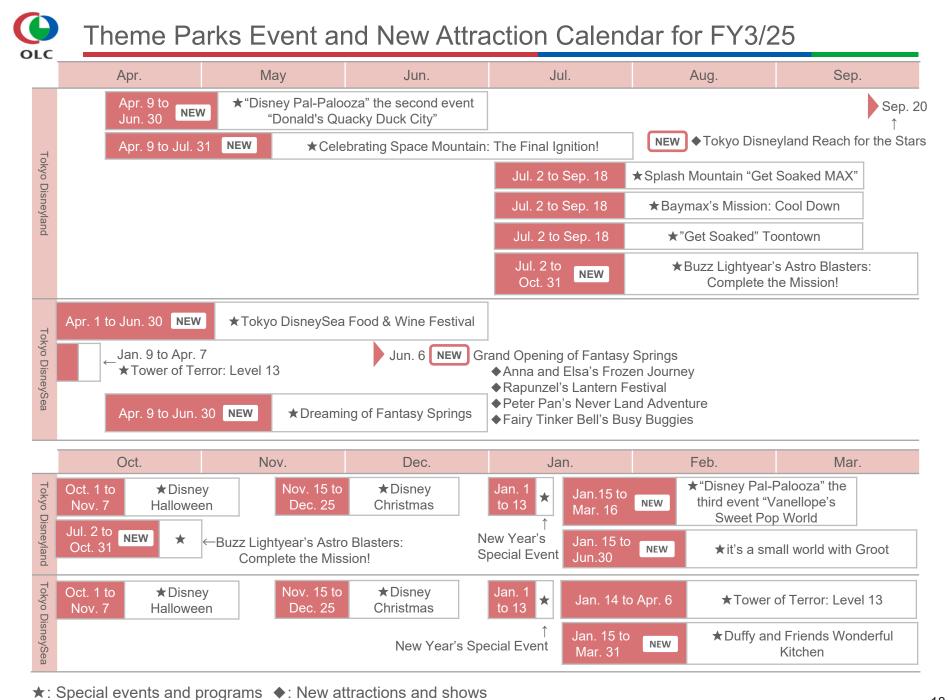
Tokyo Disney Resort 40th Anniversary Priority Pass

This service, available free of charge, will allow guests to select and enjoy eligible experiences at a specific time with a reduced wait time





Aquatopia "get soaked" version*
Indiana Jones® Adventure: Temple of the Crystal Skull
20,000 Leagues Under the Sea
Turtle Talk
Nemo & Friends SeaRider
The Magic Lamp Theater
Raging Spirits
Note: Information as of April 28, 2025 * Aquatopia will be eligible from Jul. 1 to Sep. 15, 2025





Results for FY3/25 vs. Initial Forecast

[¥ billion]

Consolidated Statement of Income	FY3/25 Initial Forecast	FY3/25 Results	Change	Change
Net Sales	684.7	679.3	(5.3)	(0.8) %
Theme Park Segment	566.6	552.1	(14.5)	(2.6) %
Hotel Business Segment	102.0	110.4	8.4	8.3%
Other Business Segment	16.0	16.7	0.7	4.4%
Operating Profit	170.0	172.1	2.1	1.2%
Theme Park Segment	142.8	140.4	(2.4)	(1.7) %
Hotel Business Segment	26.4	30.4	4.0	15.3%
Other Business Segment	0.3	0.6	0.2	65.7%
Ordinary Profit	171.7	173.3	1.5	0.9%
Profit before Income Taxes	171.7	173.5	1.8	1.1%
Profit Attributable to Owners of Parent	120.5	124.1	3.6	3.0%

Each level of profit exceeded our initial forecast mainly owing to robust net sales per guest and lower-than-expected costs



Results of FY3/25 vs. Initial Forecast – Main Reasons for Change

Theme Park Segment [1]	FY3/25 Initial Forecast	FY3/25 Results	Change	Change
Net Sales [¥ billion]	566.6	552.1	(14.5)	(2.6) %
Attendance [million people]	29.00	27.56	(1.44)	(5.0) %
Net Sales per Guest [¥]	17,470	17,833	363	2.1%
Attractions and Shows [¥]	9,047	9,386	339	3.7%
Merchandise [¥]	4,984	5,084	100	2.0%
Food and Beverages [¥]	3,439	3,362	(77)	(2.2) %

Lower-than-projected attendance

- Decrease due to a decline in travel demand on the back of a slow down in post-pandemic "revenge spending"
- •Decrease due to the end of the Tokyo Disney Resort 40th Anniversary
- ·Decrease due to severe heat

Higher-than-projected net sales per guest

- Increase in Attractions and Shows
- Increase in Tokyo Disney Resort Vacation Packages
- Increase in Disney Premier Access
- Increase in Merchandise
- Increase due to additional deliveries of Fantasy Springs related products
- Increase due to strong sales of special events related products
- ·Decrease in Food and Beverages
- Due to less-than-expected guest movement in areas other than Fantasy Springs

Net sales fell short of the initial forecast on account of lower-than-projected attendance although net sales outperformed the forecast



Results of FY3/25 vs. Initial Forecast – Main Reasons for Change

					[¥ billio
Theme Park Segment [2]		Y3/25 Forecast	FY3/25 Results	Change	Change
Net Sales		566.6	552.1	(14.5)	(2.6) %
Operating Profit		142.8	140.4	(2.4)	(1.7) %
Lower-than-projected operati	ng profit				[¥ billio
Decrease in net sales		Decrea	se in miscellaneo	us costs	Approx. 9.0
Increase in merchandise and food/beverages cost ratio	Approx.(4.5)		Approx. 1.		
Decrease in personnel expenses	Approx. 0.5	. Dec exp	Approx. 1.		
Increase due to recognition of	(1.6)	Dec	rease in energy c	osts	Approx. 1.0
performance bonuses		Dec	rease in maintena	ince	Approx. 0.8
Decrease in personnel expenses for part-time cast members	Approx. 1.0	Dec	rease in IT-related	d expenses	Approx. 0.5
Decrease in personnel expenses	Approx. 0.5	Oth	er		Approx. 4.0
for full-time employees Other	Approx. 0.5	Increas expens	e in depreciation a	and amortization	(0.7
				and a second	

Increase in newly acquired assets, etc.

Note: Increase in costs is expressed by figures in parentheses, which show by how much operating profit decreased.

Operating profit underperformed the initial forecast due to lower-than-projected in net sales while miscellaneous costs were lower than initially expected 21



Net Sales

Results of FY3/25 vs. Initial Forecast – Main Reasons for Change

HOTEL				[¥ billion]
Hotel Business Segment	FY3/25 Initial Forecast	FY3/25 Results	Change	Change
Net Sales	102.0	110.4	8.4	8.3%
Disney Hotels	93.5	101.4	7.9	8.5%
Other Hotels	8.5	8.9	0.4	5.4%
Operating Profit	26.4	30.4	4.0	15.3%

Higher-than-projected net sales

Higher-than-projected operating profit

· Increase accompanying the opening of Tokyo DisneySea Fantasy Springs Hotel Increase in net sales

Exceeded the initial forecast due to increase in accommodation revenue accompanying the opening of Fantasy Springs

[¥ billion] FY3/25 **Other Business Segment** FY3/25 Results Change Change **Initial Forecast** 16.7 0.7 4.4% 16.0 **Operating Profit** 0.3 0.2 65.7% 0.6

The results of Other business surpassed the initial forecast



Capex and D&A [FY3/25 vs. FY3/24]

[¥ billion]

Capital Expenditures (Property, plant and equipment, Intangible assets, Long-term prepaid expenses)	FY3/24 Results	FY3/25 Results	Change	Primary reasons for change
Theme Park Segment	64.6	59.4	(5.1)	
Tokyo Disneyland	20.6	33.1	12.4	Increase due to renovation of Space Mountain and Buzz Lightyear's Astro Blaster
Tokyo DisneySea	33.1	59.1	25.9	*Increase due to transfer of a part of the investment amount recorded as fixed asset from Others to Tokyo DisneySea
Other	10.7	(32.8)	(43.5)	*Decrease due to transfer of a part of the investment amount recorded as fixed asset from Others to Tokyo DisneySea Increase due to renovation of Central Kitchen
Hotel Business Segment	5.4	8.2	2.7	Increase in Tokyo DisneySea Large-Scale Expansion Project
Other Business Segment	2.0	22.6	20.5	Increase in cruise business
[Elimination and Corporate]	(0.0)	(0.1)	(0.0)	
Total	72.0	90.2	18.1	

[¥ billion]

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Depreciation and Amortization (Property, plant and equipment, Intangible assets, Long-term prepaid expenses)	FY3/24 Results	FY3/25 Results	Change	Primary reasons for change
Theme Park Segment	38.9	55.5	16.6	
Tokyo Disneyland	16.2	17.4	1.2	Increase in rennovation and new castle projection
Tokyo DisneySea	12.9	28.6	15.6	Increase in Tokyo DisneySea Large-Scale Expansion Project
Other	9.6	9.4	(0.1)	
Hotel Business Segment	4.4	7.0	2.6	Increase in Tokyo DisneySea Large-Scale Expansion Project
Other Business Segment	3.3	2.9	(0.4)	
[Elimination and Corporate]	(0.0)	(0.1)	(0.1)	
Total	46.7	65.4	18.7	



Consolidated Balance Sheets [As of 3/25 vs. 3/24]

				[A. ¥83.3 billion [6.1%] Increase in Assets]	
			[¥ billion]	I. ¥73.1 billion Increase in Current Assets	
Consolidated Balance Sheets	At the end of FY3/24	At the end of FY3/25	Change	[1] Increase in cash and deposits	¥38.3 billion
A. Assets				[2] Increase in securities[3] Increase in inventory	¥25.9 billion ¥8.0 billion
Current Assets	452.2	525.3	73.1	II. ¥10.1 billion Increase in Non-current Assets	
Non-current Assets	902.9	913.1	10.1	[1] Increase due to capital expenditures	¥90.2 billion
Total Assets	1,355.2	1,438.5	83.3	[2] Decrease due to depreciation and amortization	¥(65.4) billion
				[3] Decrease in investment securities	¥(13.3) billion
B. Liabilities					
Current Liabilities	246.9	235.8	(11.0)	[B. ¥55.4 billion [13.7%] Increase in Liabilities]	
Non-current Liabilities	158.6	225.2	66.5	I. ¥11.0 billion Decrease in Current Liabilities	
Total Liabilities	405.6	461.1	55.4	[1] Decrease in current portion of bonds payable	¥10.0 billion
C. Net Assets				[2] Decrease in income taxes payable	¥3.4 billion
Shareholders' Equity	921.2	961.0	39.8	II. ¥66.5 billion Increase in Non-current Liabilities [1] Increase in bonds payable	¥69.9 billion
Accumulated Other Comprehensive Income	28.3	16.3	(11.9)	[2] Increase in long-term borrowings	¥0.7 billion
Total Net Assets	949.5	977.4	27.8		
Total Liabilities and Net Assets	1,355.2	1,438.5	83.3	[C. ¥27.8 billion [2.9%] Increase in Net Assets]	
				I. ¥39.8 billion Increase in Shareholder's Equity	
				[1] Increase in profit attributable to the owners of parent	¥124.1 billion
				[2] Increase due to aquation of treasury shares	¥(61.8) billion

[2] Decrease due to dividend payment

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¥(24.7 billion)



Oriental Land Co., Ltd.

Investor Relations Group, Finance/Accounting Department

URL: www.olc.co.jp/en

Cautionary Statement:

The purpose of this document is to provide information on the operating results and future management strategies of the OLC Group, and not to solicit investment in securities issued by the Company.

The data disclosed in this document are based on the judgments and available information as of the date of publication. The OLC Group's business is sensitive to factors such as customer preferences, and social and economic conditions, and therefore the forecasts and outlook presented in this document contain uncertainties.

Theme park attendance figures have been rounded, and financial figures have been truncated.

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