# Earnings Results for FY2026 Q1

(Fiscal year ending March 31st, 2027)

August 6, 2026

Avex Inc. (TSE Prime 7860)



# 1. Financial Highlights

*SAKAMOTO DAYS*

## While net sales increased due to strong performance in Anime & Visual Content, profit decreased due to a reduction in stadium concerts and music package sales within the Music Business. Regardless, performance for the first quarter exceeded initial expectations, making steady progress towards the full-year forecast

| (million yen) | 1Q FY2025 | 1Q FY2026 | YOY | Rate | Reference: FY2026 initial forecast (May 14, 2026) |
|---|---|---|---|---|---|
| Net sales | 32,735 | 34,930 | +2,194 | +6.7% | — |
| Operating profit | 1,458 | 1,277 | -180 | -12.4% | 6,000 |
| Profit attributable to owners of parent | 761 | 425 | -336 | -44.2% | 3,200 |

### Overview of Business Results

Net sales increased due to strong performance in the Anime & Visual Content Business, driven by major live-action films and an animation film release

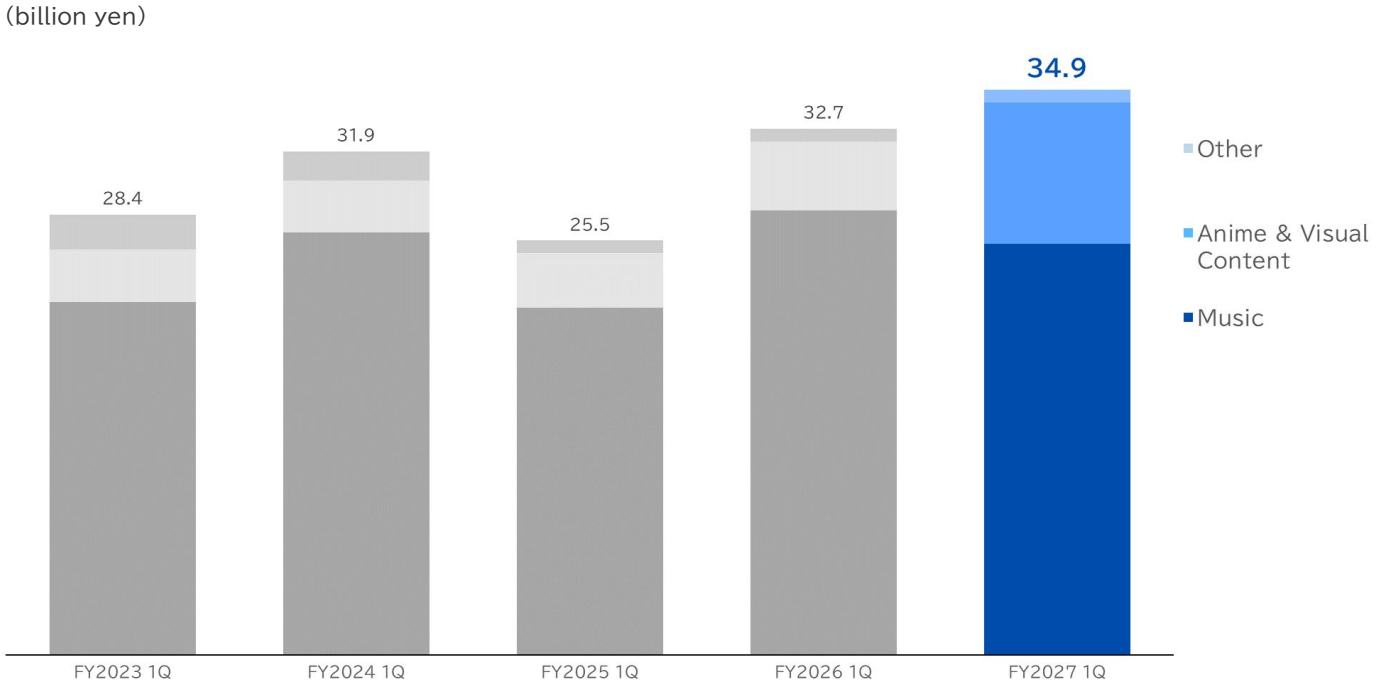
While operating profit decreased mainly due to a decline in stadium concerts and music package sales in the Music Business, performance exceeded initial expectations

An extraordinary loss was recognized as a provision for allowance for business restructuring losses, following a review of the Asia Business

© avex

# Net sales for the first quarter reached a post-COVID record high
# Large-scale live performances are scheduled for the second half of the fiscal year

## Trends in Consolidated Net Sales




Note: The net sales figures in the graph are for reference only, as internal sales have been proportionally allocated to each segment and deducted.

© avex

## Although the Anime & Visual Content Business performed well, sales increased and profit decreased due to a decrease in Music Business sales compared to the previous fiscal year

| (million yen) | 1Q FY2025 | 1Q FY2026 | YOY | Rate |
|---|---|---|---|---|
| **Net sales** | 32,735 | 34,930 | +2,194 | +6.7% |
| Cost of sales | 23,069 | 24,907 | +1,837 | |
| **Gross profit** | 9,665 | 10,022 | +357 | +3.7% |
| Gross profit margin | 29.5% | 28.7% | -0.8pt | |
| Personnel expenses | 3,243 | 3,137 | -105 | |
| Sales promotion and advertising expenses | 1,386 | 1,545 | +159 | |
| General expenses | 3,577 | 4,061 | +484 | |
| Total SG&A expenses | 8,207 | 8,745 | +538 | |
| **Operating Profit** | 1,458 | 1,277 | -180 | -12.4% |
| Operating margin | 4.5% | 3.7% | -0.8pt | |

© avex

**Net sales and profit in the Music Business decreased due to a decline in stadium concerts and music package sales. In contrast, the Anime & Visual Content Business achieved significant increases in both net sales and profit, driven by strong performance in major live-action films and an animation film release**

## Net Sales by Segment

| (million yen) | 1Q FY2025 | 1Q FY2026 | YOY | Rate |
|---|---|---|---|---|
| Music Business | 27,875 | 25,693 | -2,182 | -7.8% |
| Anime & Visual Content | 4,305 | 8,882 | +4,577 | +106.3% |
| Other Businesses | 894 | 802 | -92 | -10.3% |
| Adjustment | -340 | -448 | -107 | — |
| Total | 32,735 | 34,930 | +2,194 | +6.7% |

## Operating Profit by Segment

| (million yen) | 1Q FY2025 | 1Q FY2026 | YOY | Rate |
|---|---|---|---|---|
| Music Business | 1,547 | 345 | -1,201 | -77.6% |
| Anime & Visual Content | 58 | 1,187 | +1,128 | — |
| Other Businesses | -151 | -253 | -102 | — |
| Adjustment | 4 | -2 | -6 | — |
| Total | 1,458 | 1,277 | -180 | -12.4% |

© avex

# Although live sales decreased, Merchandising revenue increased due to higher merchandising transaction volume

| (million yen) | 1Q FY2025 | 1Q FY2026 | YOY | Rate |
|---|---|---|---|---|
| **Net Sales in the Music Business** | 27,875 | 25,693 | -2,182 | -7.8% |
| Live | 13,310 | 10,916 | -2,393 | -18.0% |
| Merchandising | 1,588 | 2,121 | +532 | +33.5% |
| Management | 2,471 | 2,571 | +100 | +4.1% |
| Music package | 3,802 | 3,212 | -590 | -15.5% |
| Digital music distribution | 3,675 | 4,004 | +329 | +9.0% |
| Music publishing | 839 | 809 | -30 | -3.6% |
| E-Commerce | 3,495 | 3,522 | +26 | +0.8% |
| Other | 1,944 | 1,979 | +35 | +1.8% |
| **Operating profit** | 1,547 | 345 | -1,201 | -77.6% |
| Operating margin | 5.5% | 1.3% | -4.2pt | — |

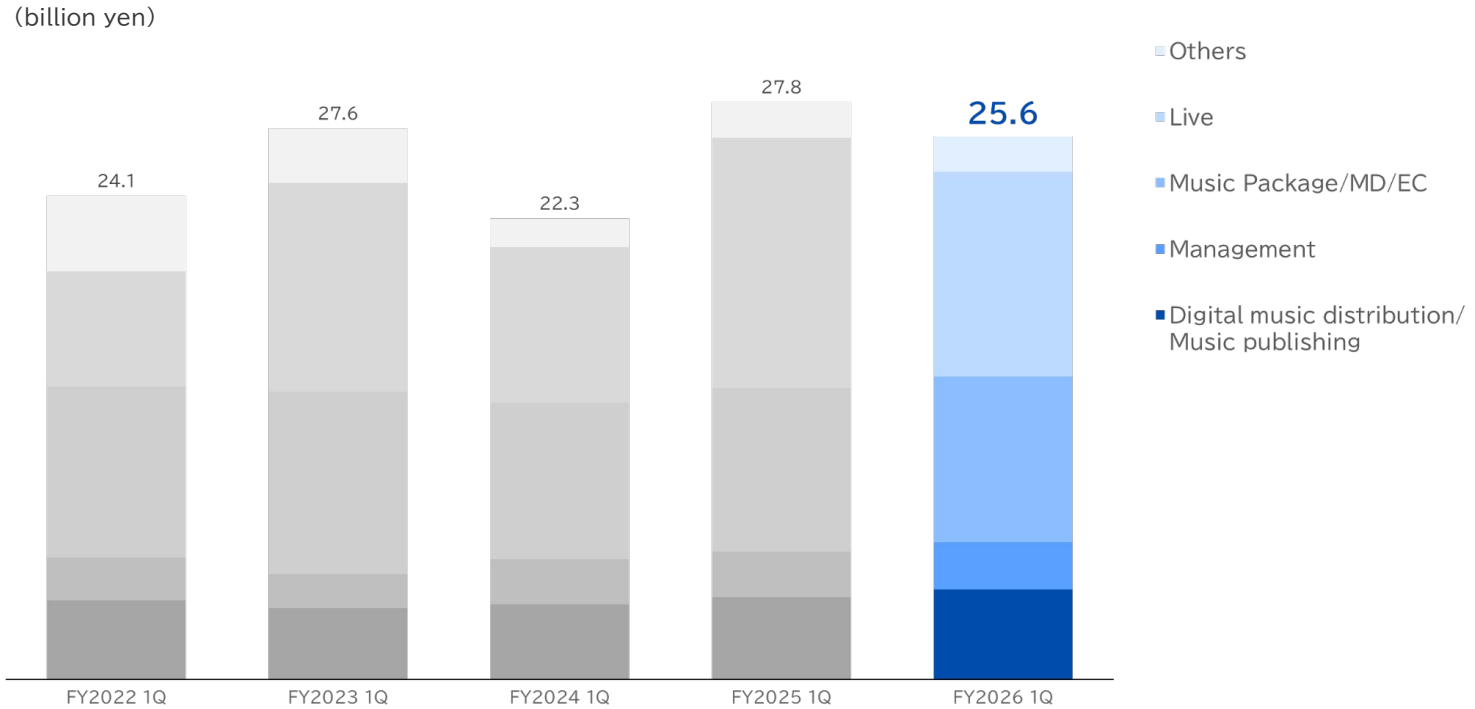
| | | | 1Q FY2025 | 1Q FY2026 | YoY |
|---|---|---|---|---|---|
| Overview of Live Concerts | Total number of performances | | 315 | **318** | +3 |
| | Stadium | | 10 | 6 | -4 |
| | Arena | | 29 | 57 | +28 |
| | Hall & Live House | | 276 | 255 | -21 |
| | Audience (ten thousand people) | | 84 | **91** | +7 |
| | Average ticket price (yen) | | 13,550 | 12,227 | -1,323 |
| Overview of Music Package | Albums | Unit price (yen) | 1,907 | **2,305** | +398 |
| | | Units (thousands) | 557 | **385** | -172 |
| | Singles | Unit price (yen) | 1,407 | **1,229** | -178 |
| | | Units (thousands) | 532 | **1,698** | +1,166 |
| | DVD/ Blu-ray | Unit price (yen) | 5,035 | **7,494** | +2,458 |
| | | Units (thousands) | 789 | **49** | -740 |

Note 3: Number of performances, audience, and average price for the overview of Live Concerts include our commissioned live concerts (only concerts for which the Company manages ticket sales) and exclude online live concerts, stage performances, events, etc.
Note 4: Average price and units for the overview of Music Package are for new releases only (including sales on consignment)

Note 1: The sub-segment of net sales has changed from the fiscal year ending March 2026, and the previous "Fan clubs" sub-segment has been retroactively disclosed as part of the "Management" sub-segment.
Note 2: In the net sales in each sub-segment, transactions within the subsegments have not been eliminated

© avex

## Net Sales Trends in the Music Business

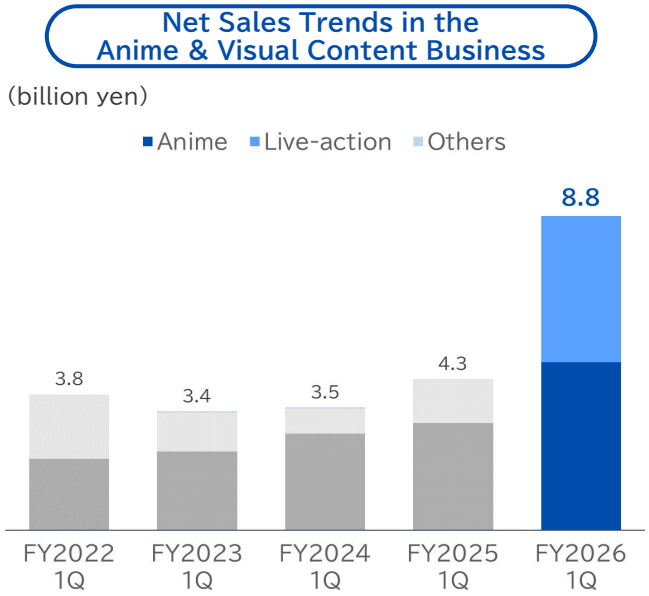



Note 1: Net sales in each sub-segment have not been eliminated for intra-sub-segment transactions.
Note 2: The sub-segment of net sales has changed from the fiscal year ending March 2026, and the previous "Fan clubs" sub-segment has been retroactively disclosed as part of the "Management" sub-segment

© avex

## The Anime & Visual Content Business achieved an increase in both net sales and profit, driven by strong performance in major live-action films and an animation film release

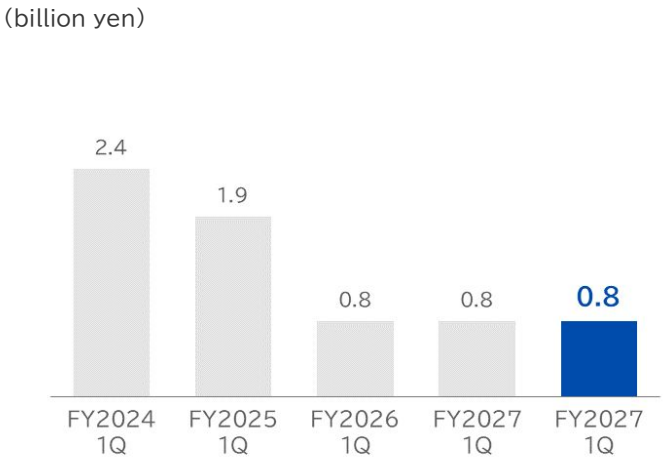
| (million yen) | 1Q FY2025 | 1Q FY2026 | YOY | Rate |
|---|---|---|---|---|
| **Net sales in the Anime & Visual Content Business** | 4,305 | 8,882 | +4,577 | +106.3% |
| Anime | 3,075 | 4,732 | +1,656 | +53.9% |
| Live-action | 1,206 | 4,150 | +2,944 | +244.2% |
| Other | 24 | — | — | — |
| **Operating profit** | 58 | 1,187 | +1,128 | — |
| Operating margin | 1.4% | 13.4% | +12.0pt | — |




© avex

| (million yen) | 1Q FY2025 | 1Q FY2026 | YOY | Rate |
|---|---|---|---|---|
| **Net sales in Other Businesses** | 894 | 802 | -92 | -10.3% |
| **Operating profit** | -151 | -253 | -102 | — |
| Operating margin | — | — | — | — |

**Net Sales Trends in Other Businesses**




© avex




## XG

XG **successfully completed the Japanese leg of their 2nd World Tour, which covered 16 performances across 8 cities in Japan,** with 3 days of Tokyo shows from April 10 to 12. After overseas performances in Asia, Europe, and North America, **the final 4 shows of the tour are scheduled to be held at Tokyo Dome and Kyocera Dome Osaka** in February 2027.



## Snow Man

On April 29, the group released its first triple A-side single. Each track serves as the theme song for movies starring Ren Meguro, Ryota Miyadate, and Daisuke Sakuma, respectively, earning the group its **14th million-seller certification**. Also, in July, a Blu-ray & DVD featuring their 2025 Tokyo Dome concert was released.

© avex




©Yuto Suzuki/SHUEISHA
©2026 "SAKAMOTO DAYS" Film Partners

## *SAKAMOTO DAYS*

The film *SAKAMOTO DAYS*, based on the bestselling manga, was released on April 29. It starrs Ren Meguro, with the cast including Meru Nukumi and Kasumi Yamaya, actors under the Group's agency. Featuring "BANG!!" by Snow Man as the theme song, the movie's box office **revenue surpassed 2.81 billion yen.**




© Kamome Shirahama / KODANSHA /
Witch Hat Atelier Production Committee

## TV Anime *Witch Hat Atelier*

The TV anime broadcast began on April 6, featuring the ending theme "Tada Utsukushii Noroi" by our signed artist Nakamura Hak. Season 1 achieved **the No.1 spot in view count on the U.S streaming website, Crunchyroll*,** and production for Season 2 has also been confirmed. The cast includes Hiiro Ishibashi and Toshiki Kumagai, actors under the Group's agency.



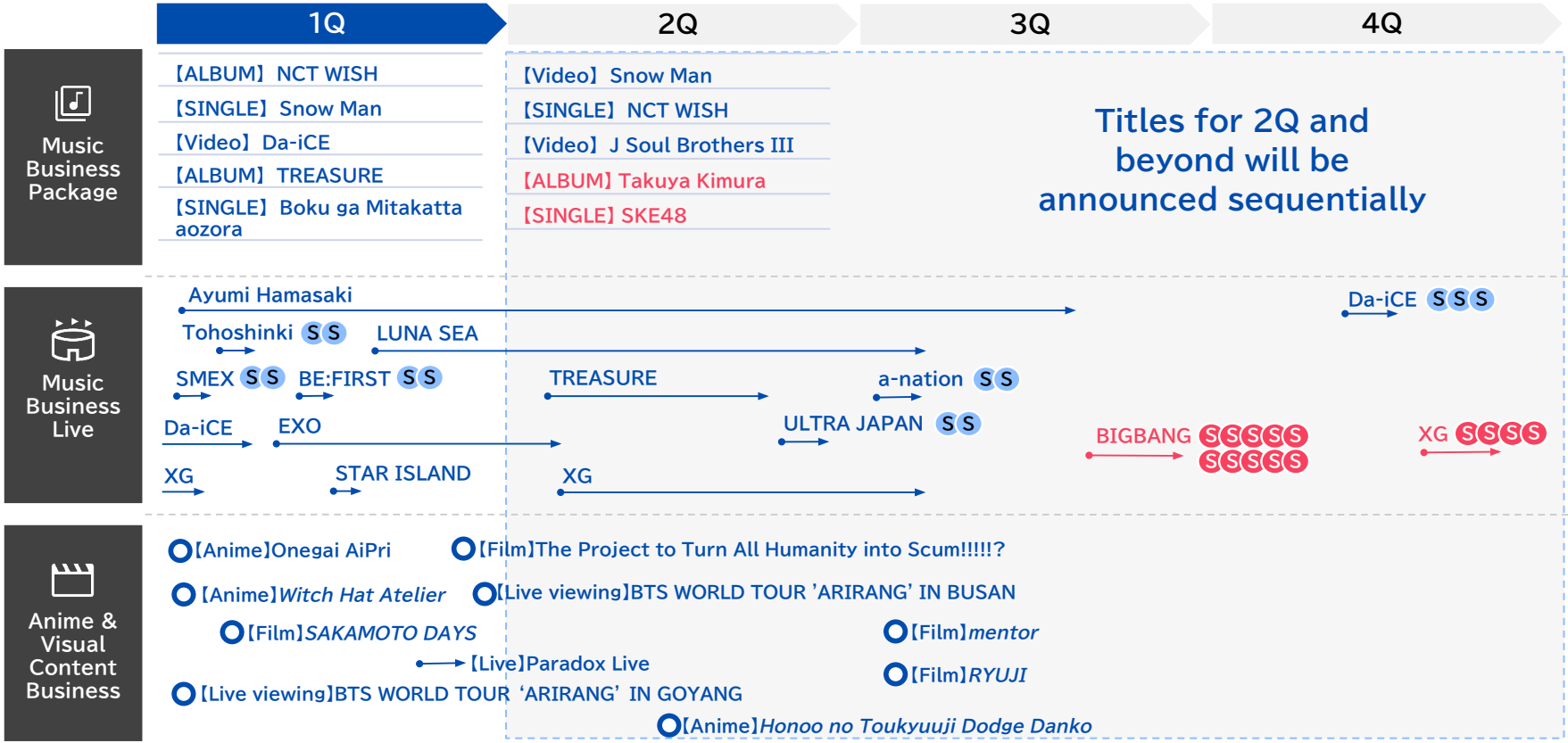
## Juri Kosaka

The NHK morning drama series "Kaze, Kaoru," co-starring Juri Kosaka, began broadcasting in March. Following "Bakebake" in the second half of 2025, which featured Akari Takaishi, **an actor affiliated with our Group is starring in the leading role for the second consecutive term.**

* One of the world's largest video streaming services, broadcasting to over 200 countries and regions worldwide

# Consolidated Results: Major Releases Scheduled in FY2026 (Only includes events that have been announced)

Ⓢ Stadium concerts — New Announcement



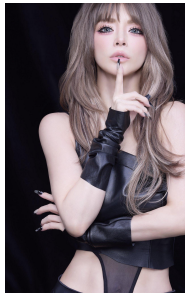

© avex

# Appendix

| | | | |
|---|---|---|---|
| Major news releases | April 27 | Press release | Avex Launches $100 Million Global Music Catalog Acquisition Initiative First Acquisition Includes Catalog from Infamous,Producer of Billboard Hot 100 No. 1 Global Hit “Lose Control” |
| | | Notice | Compliance Initiatives |
| | May 1 | Press release | ”a-nation 2026” Confirmed! ˜ Returning to Odaiba, Tokyo for the First Time in 23 Years as an Autumn Event ˜ |
| | June 12 | Notice | Representative Director and CEO Kuroiwa and Avex Music Group LLC CEO Brandon Silverstein Honored with Global Growth Award at Billboard’ s ”Billboard Global Power Players 2026” |
| | June 26 | IR | Notice Regarding Issuance of New Shares as Restricted Stock Compensation |
| | | IR | Notice of Changes in Board Members of Group Companies |
| | July 9 | Press release | ”MEET YOUR ART,” Creating Intellectual Property in the Art Field and Providing Touchpoints with Artists Through One of Japan’s Largest Art Festivals Attracting Over 50,000 Visitors, Certified as ”This is MECENAT 2026” |

© avex

| Artist | Title | Month(s) |
|---|---|---|
| Da-iCE | Da-iCE ARENA TOUR 2026 -TERMiNaL- | Q4 FY2025–Q1 FY2026(February–April) |
| XG | XG WORLD TOUR: THE CORE | Q4 FY2025–Q1 FY2026(February–April) |
| Ayumi Hamasaki | ayumi hamasaki JAPAN TOUR 2026 A -Scapegoat- | 1Q-3Q (April-November) |
| AiNA THE END | AiNA THE END LIVE TOUR 2026 - PICNIC - | 1Q-2Q (April-July) |
| Festival | JAL SAPPORO MUSIC EXPERIENCE 2026 | 1Q (April) |
| Tohoshinki | Tohoshinki 20th Anniversary LIVE IN NISSAN STADIUM ～RED OCEAN～ | 1Q (April) |
| BE:FIRST | BE:FIRST Stadium Live 2026 We are the “BE:ST” | 1Q (May) |
| Event | STAR ISLAND 2026 | 1Q (May) |
| EXO | EXO PLANET #6 - EXhOrizon in JAPAN | 1Q-2Q (May-July) |
| LUNA SEA | LUNA SEA TOUR 2026 UNENDING JOURNEY -FOREVER- | 1Q-2Q (May-December) |
| XG | XG WORLD TOUR: THE CORE ASIA / Australia / NORTH AMERICA / LATIN AMERICA / UK & EUROPE | 2Q-3Q (July-November) |
| TREASURE | TREASURE THE STAGE 2026 IN JAPAN | 2Q (July-September) |
| Festival | ULTRA JAPAN 2026 | 2Q (September) |
| Festival | a-nation 2026 | 3Q (October) |
| BIGBANG | BIGBANG 2026 WORLD TOUR IN JAPAN | 3Q (November-December) |
| Da-iCE | Da-iCE DAY DOME PHASE 2027 | 4Q (February) |
| XG | XG WORLD TOUR: THE CORE FINAL | 4Q (February) |



Ayumi Hamasaki




STAR ISLAND 2026



AiNA THE END

© avex

| Artist | Title | Format | Release Date |
|---|---|---|---|
| NCT WISH | Ode to Love | Album | 1Q April |
| Snow Man | BANG!! / SAVE YOUR HEART / ODOROUZE! | Singles | 1Q April |
| SHOW-WA & MATSURI | June Bride | Singles | 1Q April |
| Da-iCE | Da-iCE ARENA TOUR 2025 -EntranCE- | DVD/Blu-ray | 1Q May |
| CHO TOKIMEKI♡SENDENBU | Dream Jumbo! | Singles | 1Q May |
| LUNA SEA｜GLAY | The Millennium Eve 2025 LUNA SEA｜GLAY | DVD/Blu-ray | 1Q May |
| TREASURE | TREASURE 4th MINI ALBUM [NEW WAV] | Album | 1Q June |
| Snow Man | Snow Man Dome Tour 2025-2026 ON | DVD/Blu-ray | 2Q July |
| NCT WISH | YO-I-DON! / BOY MEETS GIRL | Singles | 2Q July |
| MADE IN TOHOKU | IGINARI BEST | Album | 2Q August |
| ØMI | ØMI LIVE 2026 ?INFINITY MOON? | DVD/Blu-ray | 2Q August |
| Takuya Kimura | Checkpoint | Album | 2Q August |
| J Soul Brothers III | J Soul Brothers III 15TH ANNIVERSARY STADIUM LIVE ”JSB FOREVER -ONE-” | DVD/Blu-ray | 2Q August |
| SKE48 | Tameiki Mirai | Singles | 2Q September |
| Tohoshinki | Tohoshinki 20th Anniversary LIVE IN NISSAN STADIUM ～RED OCEAN～ | DVD/Blu-ray | 2Q September |
| CHO TOKIMEKI♡SENDENBU | Super Happy Time Go!! | Singles | 2Q September |
| BE:FIRST | BE:FIRST Stadium Live 2026 We are the ”BE:ST” | DVD/Blu-ray | 2Q September |
| SHOW-WA | Time Machine is Not Needed | Singles | 2Q September |



NCT WISH



TREASURE



Da-iCE

© avex

| Genre | Format | Title | Release/Held |
|---|---|---|---|
| Anime | Live | Zombie Land Saga Live ˜Franchouchou Yumeginga Festival˜ | 1Q April |
| Anime | TV series | *Onegai AiPri* | 1Q April |
| Anime | TV series | *Witch Hat Atelier* | 1Q April |
| Live-action | Live Viewing | BTS WORLD TOUR ‘ARIRANG’ IN GOYANG | 1Q April |
| Live-action | Live Viewing | BTS WORLD TOUR ‘ARIRANG’ IN TOKYO | 1Q April |
| Live-action | Film | *SAKAMOTO DAYS* | 1Q April |
| Anime | Live | Paradox Live Dope Show 2026 | 1Q May |
| Anime | Live | KING OF PRISM Pretty Boys SPECIAL THANKS PARTY !<br>KING OF PRISM SUPER LIVE Prism☆Tours ! | 1Q June |
| Anime | Film | Osomatsu-san The Project to Turn All Humanity into Scum!!!!!? | 1Q June |
| Live-action | Live Viewing | BTS WORLD TOUR ’ARIRANG’ IN BUSAN | 1Q June |
| Anime | TV series | *GRAND BLUE* Season 3 | 2Q July |
| Anime | TV series | *Yoroi-Shinden Samurai Troopers* | 2Q July |
| Anime | TV series | *Honoo no Toukyuuji Dodge Danko* | 2Q July |
| Anime | Live | SHINE POST BRiGHT STARS FESTIVAL 2026 | 2Q September |
| Live-action | Film | *mentor* | 3Q October |
| Live-action | Film | *RYUJI* | 3Q October |



©Zombie land saga Yumeginga Paradise Production Committee
Zombie Land Saga Live
˜Franchouchou Yumeginga Festival˜




©BIGHIT MUSIC / HYBE / HYBE JAPAN. All Rights Reserved.
BTS WORLD TOUR
‘ARIRANG’ IN GOYANG




© Paradox Live2026
Paradox Live Dope Show 2026

© avex

| (million yen) | 1Q FY2025 | 1Q FY2026 | YOY | Rate |
|---|---|---|---|---|
| **Net sales** | **32,735** | **34,930** | **+2,194** | **+6.7%** |
| Cost of sales | 23,069 | 24,907 | +1,837 | |
| **Gross profit** | **9,665** | **10,022** | **+357** | **+3.7%** |
| Gross profit margin | 29.5% | 28.7% | -0.8pt | |
| Personnel expenses | 3,243 | 3,137 | -105 | |
| Sales promotion and advertising expenses | 1,386 | 1,545 | +159 | |
| General expenses | 3,577 | 4,061 | +484 | |
| Total SG&A expenses | 8,207 | 8,745 | +538 | |
| **Operating profit** | **1,458** | **1,277** | **-180** | **-12.4%** |
| Operating margin | 4.5% | 3.7% | -0.8pt | |
| Non-operating income | 94 | 132 | +37 | |
| Non-operating expenses | 114 | 37 | -76 | |
| **Ordinary profit** | **1,439** | **1,372** | **-66** | **-4.7%** |
| Extraordinary income | — | — | — | |
| Extraordinary losses | 79 | 265 | +186 | |
| **Profit before income taxes** | **1,360** | **1,107** | **-253** | **-18.6%** |
| Income taxes | 452 | 616 | +164 | |
| Profit attributable to non-controlling interest | 146 | 65 | -81 | |
| **Profit attributable to owners of parent** | **761** | **425** | **-336** | **-44.2%** |

© avex

# Reference: Consolidated Balance Sheet and Cash Flow Statement

| (million yen) | End of Mar. 2025 | End of Jun. 2025 |
|---|---|---|
| **(Assets)** | | |
| **Current assets** | **81,755** | **78,435** |
| Cash and deposits | 34,305 | 34,010 |
| Trade accounts receivable, etc. | 25,678 | 20,237 |
| Inventories | 5,811 | 6,606 |
| Other | 15,960 | 17,580 |
| **Non-current assets** | 29,038 | 30,390 |
| Property, plant and equipment & intangible assets | 14,542 | 15,946 |
| Investment securities | 6,977 | 7,341 |
| Other | 7,518 | 7,102 |
| **Total assets** | **110,793** | **108,826** |
| **(Liabilities)** | | |
| **Current liabilities** | **56,198** | **54,084** |
| Notes & accounts payable-trade, etc. | 2,778 | 2,609 |
| Accounts payable - other | 30,299 | 29,833 |
| Income taxes payable | 554 | 450 |
| Refund liabilities | 1,163 | 1,132 |
| Other | 21,402 | 20,058 |
| **Non-current liabilities** | **1,705** | **2,329** |
| **Total liabilities** | **57,904** | **56,413** |
| **(Net assets)** | | |
| **Total net assets** | **52,889** | **52,412** |
| **Total liabilities & net assets** | **110,793** | **108,826** |

| (million yen) | 1Q FY2025 | 1Q FY2026 |
|---|---|---|
| **Cash flow statement** | | |
| Net cash provided by operating activities | -4,640 | 2,045 |
| Net cash provided by investing activities | -1,469 | -2,014 |
| Net Cash provided by financing activities | -1,214 | -417 |
| Consolidated cash flow | -7,324 | -386 |
| Effect of exchange rate change on cash and cash equivalents | -59 | 91 |
| Net increase in cash and cash equivalents | -7,384 | -294 |
| Cash and cash equivalents at beginning of period | 35,690 | 34,305 |
| Decrease in cash and cash equivalents resulting from change in scope of consolidation | 54 | — |
| Cash and cash equivalents at end of interim period | 28,360 | 34,010 |
| **Free cash flows** | **-6,110** | **30** |

© avex

| (million yen) | 1Q FY2025 | 1Q FY2026 | YOY | Rate |
|---|---|---|---|---|
| **Net sales** | **27,875** | **25,693** | **-2,182** | **-7.8%** |
| Live | 13,310 | 10,916 | -2,393 | |
| Merchandising | 1,588 | 2,121 | +532 | |
| Management | 2,471 | 2,571 | +100 | |
| Music package | 3,802 | 3,212 | -590 | |
| Digital music distribution | 3,675 | 4,004 | +329 | |
| Music publishing | 839 | 809 | -30 | |
| E-Commerce | 3,495 | 3,522 | +26 | |
| Other | 1,944 | 1,979 | +35 | |
| Cost of sales | 19,516 | 18,259 | -1,257 | |
| **Gross profit** | **8,358** | **7,434** | **-924** | **-11.1%** |
| Gross profit margin | 30.0% | 28.9% | -1.1pt | |
| Personnel expenses | 1,918 | 1,877 | -41 | |
| Sales promotion and advertising expenses | 1,181 | 1,213 | +32 | |
| General expenses | 1,548 | 1,908 | +360 | |
| GMF (Group management fee) | 2,163 | 2,088 | -74 | |
| Total SG&A expenses | 6,811 | 7,088 | +276 | |
| **Operating profit** | **1,547** | **345** | **-1,201** | **-77.6%** |
| Operating margin | 5.5% | 1.3% | -4.2pt | |

Note: Net sales in each sub-segment have not been eliminated for intra-sub-segment transactions.

© avex

| (million yen) | 1Q FY2025 | 1Q FY2026 | YOY | Rate |
|---|---|---|---|---|
| **Net sales** | **4,305** | **8,882** | **+4,577** | **+106.3%** |
| Anime | 3,075 | 4,732 | +1,656 | |
| Live-action | 1,206 | 4,150 | +2,944 | |
| Other | 24 | — | — | |
| Cost of sales | 3,318 | 6,594 | +3,275 | |
| **Gross profit** | **987** | **2,288** | **+1,301** | **+131.8%** |
| Gross profit margin | 22.9% | 25.8% | +2.9pt | |
| Personnel expenses | 352 | 288 | -63 | |
| Sales promotion and advertising expenses | 179 | 296 | +117 | |
| General expenses | 189 | 254 | +64 | |
| GMF (Group management fee) | 207 | 261 | +54 | |
| Total SG&A expenses | 928 | 1,101 | +172 | |
| **Operating profit** | **58** | **1,187** | **+1,128** | **—** |
| Operating margin | 1.4% | 13.4% | +12.0pt | |

© avex

| (million yen) | 1Q FY2025 | 1Q FY2026 | YOY | Rate |
|---|---|---|---|---|
| **Net sales** | **894** | **802** | **-92** | **-10.3%** |
| Cost of sales | 495 | 441 | -53 | |
| **Gross profit** | **399** | **360** | **-38** | **-9.7%** |
| Gross profit margin | 44.6% | 44.9% | +0.3pt | |
| Personnel expenses | 262 | 272 | +9 | |
| Sales promotion and advertising expenses | 24 | 30 | +6 | |
| General expenses | 251 | 302 | +50 | |
| GMF (Group management fee) | 12 | 9 | -3 | |
| Total SG&A expenses | 551 | 614 | +63 | |
| **Operating profit** | **-151** | **-253** | **-102** | **—** |
| Operating margin | — | — | — | |

© avex

# Disclaimer

The guidance for operating results and other information contained in this release were prepared by management based on currently available data and information. Therefore, the document includes potential risks and uncertain elements. In particular, in Avex Inc.’s business domain, there are factors other than general economic conditions that may affect its performance. Please note that actual results may greatly differ from guidance.

## Inquiries

**Avex Inc.**
**Business Administration Group**

https://avex.com/jp/ja/contact/ir/

© avex