

**Telephone Conference for the First Nine Months of the Fiscal Year Ending March 31,  
2025: Outline of Questions and Answers**

Q. The full-year earnings forecast has been left unchanged, but are there any reasons for that, such as assumption of a one-off increase in expenses in the fourth quarter?

A. (Ito, Board Director, Senior Executive Officer, CFO) There are no particular one-off expenses, etc. assumed. We are considering investments aimed at achieving our Medium- to Long-Term Management Strategy goals.

Q. A good start seems to have been achieved for the first year of the Medium- to Long-Term Management Strategy. Do you have any plans to update target figures in the future?

A. (Ito, Board Director, Senior Executive Officer, CFO) There are currently no plans for that. We will assess growth and feasibility.

Q. What is the situation for the year- end and new-year holiday sales season? Also, please tell us about trends with T-ARTS and KIDDY LAND in the third quarter.

A. (Ito, Board Director, Senior Executive Officer, CFO) Overall sales for the year- end sales season exceeded those of the previous year, mainly for TOMY toys. In addition, T-ARTS and KIDDY LAND saw increases in both sales and profits in the third quarter, as they did in the first half of the year.

Q. Is this the first time that net profit exceeded ¥10 billion for the first nine months of the fiscal year?

A. (Ito, Board Director, Senior Executive Officer, CFO) This is the third time. The result of ¥14.4 billion is the largest up to now for the first nine months of the fiscal year.

Q. The third quarter seems to have less seasonality. What is the reason for that?

A. (Ito, Board Director, Senior Executive Officer, CFO) We think that leveling off is progressing due to the expansion of our presence in terms of age groups and the expansion of inbound demand.

Q. What trends have been seen with “Disney LORCANA Trading Card Game?”

A. (Ito, Board Director, Senior Executive Officer, CFO) Performance trends have been exceeding our expectations. It appeals to both trading card game fans and Disney fans, and we have high expectations for the future.

Q. What is the situation with pre-orders for “Disney LORCANA Trading Card Game?”

A. (Ito, Board Director, Senior Executive Officer, CFO) The second phase of pre-orders has been going well.

Q. What is the situation outside Japan for “BEYBLADE X?”

A. (Ito, Board Director, Senior Executive Officer, CFO) It has been performing strongly in North America, where it was launched in earnest last summer. The animation adaptation is also expanding worldwide, and we hear that it is doing well in terms of viewership.

Q. What is the impact of additional tariffs in the United States?

A. (Ito, Board Director, Senior Executive Officer, CFO) It is currently unclear which categories will be subject to additional tariffs, but there is no denying that toys and baby products will be impacted.

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