



DeNA Reports Third Quarter, Fiscal Year 2017 Financial Results

TOKYO, JAPAN – February 8, 2018 – DeNA Co., Ltd. (Tokyo: 2432) today announced its IFRS and non-GAAP financial results for the quarter ended December 31, 2017. DeNA reported quarterly IFRS revenue of 32.8 billion yen, IFRS operating profit of 12.6 billion yen and non-GAAP operating profit excluding the seasonal sports business of 3.3 billion yen.

“Despite our hopes for our holiday season initiatives, our third quarter revenue and non-GAAP operating profit did not meet our expectations,” said Isao Moriyasu, President and CEO of DeNA. “One highlight from the quarter was the November launch of *Animal Crossing: Pocket Camp* globally, our fourth Nintendo partnership title. Going forward, we will continue to refine and improve our business to delight people around the world.”

Third Quarter FY2017 Highlights

- Recognized approximately 10.7 billion yen in other income as profit from the cumulative amount of exchange differences accumulated in other components of equity relating to the overseas subsidiaries
- The Nintendo partnership title *Animal Crossing: Pocket Camp* was released globally in November 2017
- Original RPG title *Megido 72* was released in December 2017

Recent Developments and Strategic Initiatives

- New Nintendo partnership title in the Mario Kart franchise, *Mario Kart Tour*, expected to be released during FY2018
- Announced Easy Ride service in partnership with Nissan Motor Co., Ltd., to jointly develop a new robo-vehicle mobility service

Financial Summary

(In billion yen)

	Three Months Ended			QoQ	YoY
	Dec. 31, 2017	Sep. 30, 2017	Dec. 31, 2016		
Revenue (IFRS)	32.8	36.9	32.2	(11%)	2%
Operating profit					
IFRS	12.6	7.3	3.4	73%	265%
Non-GAAP	2.3	7.2	3.4	(69%)	(35%)
Non-GAAP excl. Sports	3.3	5.1	5.0	(36%)	(35%)
Profit before tax (IFRS)	13.1	8.0	5.8	64%	125%
Profit for the period attributable to owners of the parent (IFRS)	12.4	5.0	17.6	147%	(29%)

Guidance for Quarter Ending March 31, 2018

Non-GAAP

- Operating profit excluding Sports: 2.9 billion yen*

IFRS

- Revenue: 32.5 billion yen
- Operating profit: 0.7 billion yen
- Profit for the period attributable to owners of the parent: 0.8 billion yen
- DeNA forecasts a year-end dividend payment of 32 yen per share, with an estimated dividend payout ratio of 19.7%

*Assumptions for the fourth quarter FY2017 financial guidance for Non-GAAP operating profit excluding Sports:

- Expect slight increase quarter-over-quarter for both the Game Business and the E-commerce Business
- Expect approx. 1.5 billion yen loss for New Businesses and Others
- Expect approx. 1 billion yen in asset retirement and impairment under Other expenses

IFRS to Non-GAAP Reconciliation

(In billion yen)

	Three Months Ended			QoQ	YoY
	Dec. 31, 2017	Sep. 30, 2017	Dec. 31, 2016		
IFRS					
Operating profit	12.6	7.3	3.4	73%	265%
Reconciliation					
Account adjustments related to seasonality, net	(0.2)	(0.1)	(0.4)	-	-
Acquisition and restructuring related expenses	0.5	0.3	6.4	-	-
Sales and disposition related gains	(10.7)	(0.1)	(5.9)	-	-
Non-GAAP					
Operating profit	2.3	7.2	3.4	(69%)	(35%)
Operating profit excl. Sports	3.3	5.1	5.0	(36%)	(35%)

Related Materials

Earnings presentation slides and related materials are available at:
dena.com/intl/investors/ir-news/

About DeNA

DeNA (pronounced "D-N-A") develops and operates a broad range of mobile and online services including games, e-commerce, entertainment, healthcare, automotive and other diversified offerings. Founded in 1999, DeNA is headquartered in Tokyo with over 2,000 employees. DeNA's aim is to delight and impact the world through the use of the internet and AI. DeNA Co., Ltd. is listed on the Tokyo Stock Exchange (2432). For more information, visit: dena.com/intl/.

The information and data contained within this press release have been determined based on information available as of February 8, 2018. DeNA disclaims any obligation to update or revise such information and data, whether as a result of new information, future events or otherwise. In addition, any forward-looking statements contained in this press release are based on our opinions and information available as of February 8, 2018, and involve uncertainty. Please be aware that the actual performance data and similar information are subject to influence from diverse factors, and may differ from the forecasts presented herein.