

Presentation on Business Results for the First Quarter of FY 3/2024 (April 1, 2023 to June 30, 2023)

August 7, 2023

SANKYO CO., LTD.

Prime Market of the TSE #6417



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## Financial Highlights



- ✓ Increases in both net sales and profits compared with the same period of the previous year due to increases in the sales volume of pachinko and pachislot machines.
- ✓ Good start for the achievement of the full-year financial forecasts.

	Net Sales	50,	777 million	yen YoY	+8	2.9 %
Consolidated	Operating Inco	me 19,	188 million	yen	+10	2.9 %
Financial Results	Net Income attributable to owne of parent	rs 14,	080 million	yen	+7	7.5 %
	Net Income per share	242	2.39 yen		+105	.85 yen
Pachinko	Net Sales	34,887	million yen	YoY	+32.0	%
Machines Business	Operating Income	14,997	million yen		+36.8	%
Dusilless	Sales of Unit	77,458	unit		+23.0	%
	Net Sales	9,056	million yen	YoY	+8,428	million yen
Pachislot Machines	Operating Income	4,818	million yen		+5,107	million yen
Business	Sales of Unit	19,155	unit		+17,901	unit

## **Summary of Financial Results**



# Pachinko Pachislot Market

- ✓ The recovery of machine utilization has been evident in the pachislot market. In contrast, machine utilization has been sluggish in the pachinko market.
- ✓ Pachinko sales market has been somewhat weak, because the machine utilization in pachinko market has been sluggish and Smart Pachinko machine are not yet available at full scale.
- ✓ Sales of Smart Pachislot machine and other pachislot machine has been buoyant, because the machine utilization in pachislot market is brisk.

# SANKYO Group

- Number of New Titles of Pachinko machine released: Three (Reused models: Three)
- Number of New Titles of Pachislot machine released: One
- ✓ Sales volume increased steadily owing to the simultaneous release of pachinko and pachislot machine titles equipped with the new IP "Enn Enn No SHOUBOUTAI" and additional sales of "NEON GENESIS EVANGELION -Roar for tomorrow-", which has long been popular.
- ✓ Starting a promotion of pachinko machine title "Fever MOBILE SUIT GUNDAM SEED" scheduled to launch in August.

# **Summary of Financial Results**

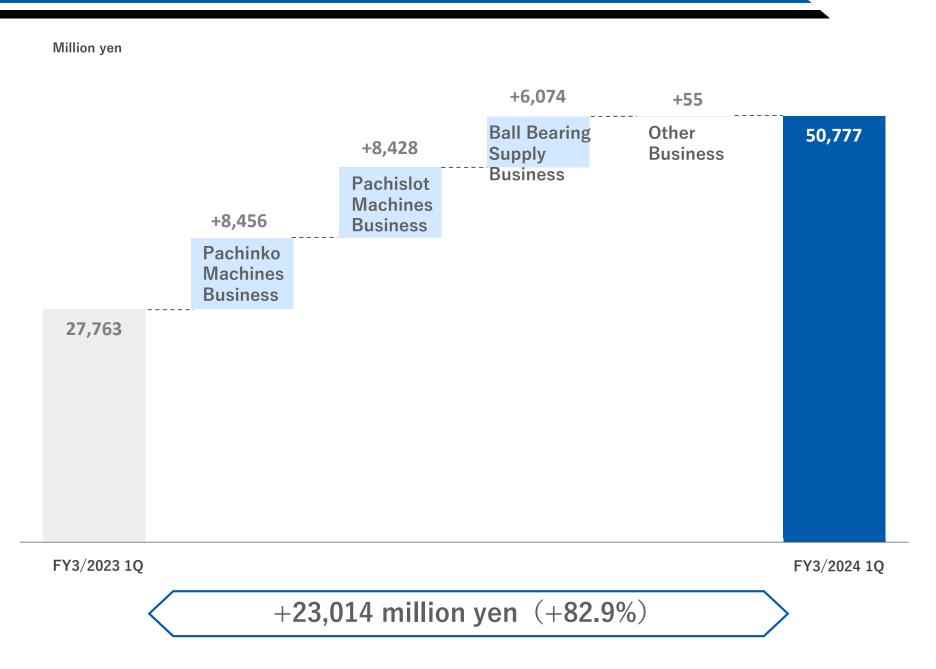


million yen	FY 3/2023 1Q	FY 3/2024 1Q	YoY		FY 3/2024 Forecast
Net Sales	27,763	50,777	+23,014	+82.9%	175,000
Pachinko Machines Business	26,431	34,887	+8,456	+32.0%	131,600
Pachislot Machines Business	628	9,056	+8,428	+1342.0%	35,100
Cost of Sales	12,221	22,450	+10,229	+83.7%	79,100
Gross Profit	15,541	28,326	+12,785	+82.3%	95,900
Percentage	56.0%	55.8%	-0.2pt		54.8%
SG & A Expenses	6,086	9,137	+3,051	+50.1%	36,400
Operating Income	9,455	19,188	+9,733	+102.9%	59,500
Percentage	34.1%	37.8%	+3.7pt		34.0%
Pachinko Machines Business	10,963	14,997	+4,034	+36.8%	47,800
Pachislot Machines Business	(289)	4,818	+5,107		16,400
Recurring Income	9,827	19,482	+9,655	+98.2%	60,000
Net Income attributable to owners of par	7,931	14,080	+6,149	+77.5%	41,500

## **Factors of Change in Consolidated Net Sales**



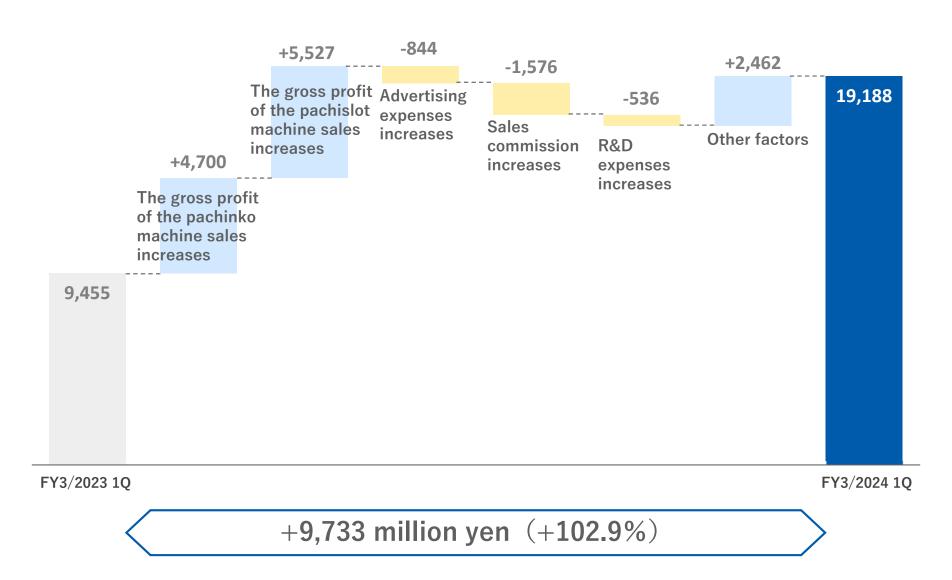
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## **Factors of Change in Consolidated Operating Income**



Million yen



# **Costs and Expenses**



million yen	FY 3/2023 1Q	FY 3/2024 1Q	YoY		FY 3/2024 Forecast
SG & A Expenses	6,086	9,137	+3,051	+50.1%	36,400
Advertising Expenses	201	1,045	+844	+419.9%	2,484
Sales Commission	450	2,026	+1,576	+350.2%	7,870
R&D Expenses	2,969	3,505	+536	+18.1%	17,068
Salaries & Wages	622	722	+100	+16.1%	3,100
Depreciation & Amort	ization 304	503	+199	+65.5%	2,819
Capital Expenditure	569	709	+140	+24.6%	4,227

# **Summary of Balance Sheet**



million yen As o	of 31-Mar-23	As of 30-Jun-23	YoY	Factors of Change
Total current assets	321,797	316,338	-5,459	
Quick assets	295,715	289,603	-6,112	Decreases due to payments of taxes and dividends
Total fixed assets	44,153	44,218	+65	
Investment securities	11,436	11,953	+517	
Total assets	365,950	360,556	-5,394	
Total current liabilitie	es 47,180	32,512	-14,668	Decreases in accounts payable-trade and accrued income taxes
Total long-term liabil	ities 8,510	8,513	+3	
Total liabilities	55,691	41,025	-14,666	
Total net assets	310,259	319,530	+9,271	Deduction of cash dividends paid and addition of net income
Total liabilities and total net assets	365,950	360,556	-5,394	



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## **Pachinko Machines Business**



**FY 3/2024** 1st Quarter

(Apr-Jun)

Data

		Million yen
FY 3/2023 1st Quarter (Apr-Jun)	26,431	
Sales volume of SANKYO-brand and JB-brand pachinko machin decreases.		
Unit price of SANKYO-brand an JB-brand pachinko machines decreases.	d -232	
Sales volume of Bisty-brand pachinko machines increases.	+9,371	
Unit price of Bisty-brand pachinko machines increases.		+5,198
Other factors		+226

million yen	FY 3/2023 1Q	FY 3/2024 1Q	YoY
Net Sales	26,431	34,887	+8,456
Operating Income	10,963	14,997	+4,034
Percentage	41.5%	43.0%	
units			
Machines sales	62,991	77,458	+14,467
SANKYO+JB	62,152	47,353	-14,799
Frame	49,531	22,595	-26,936
Gauge	12,621	24,758	+12,137
Bisty	839	30,105	+29,266
Frame	292	24,075	+23,783
Gauge	547	6,030	+5,483

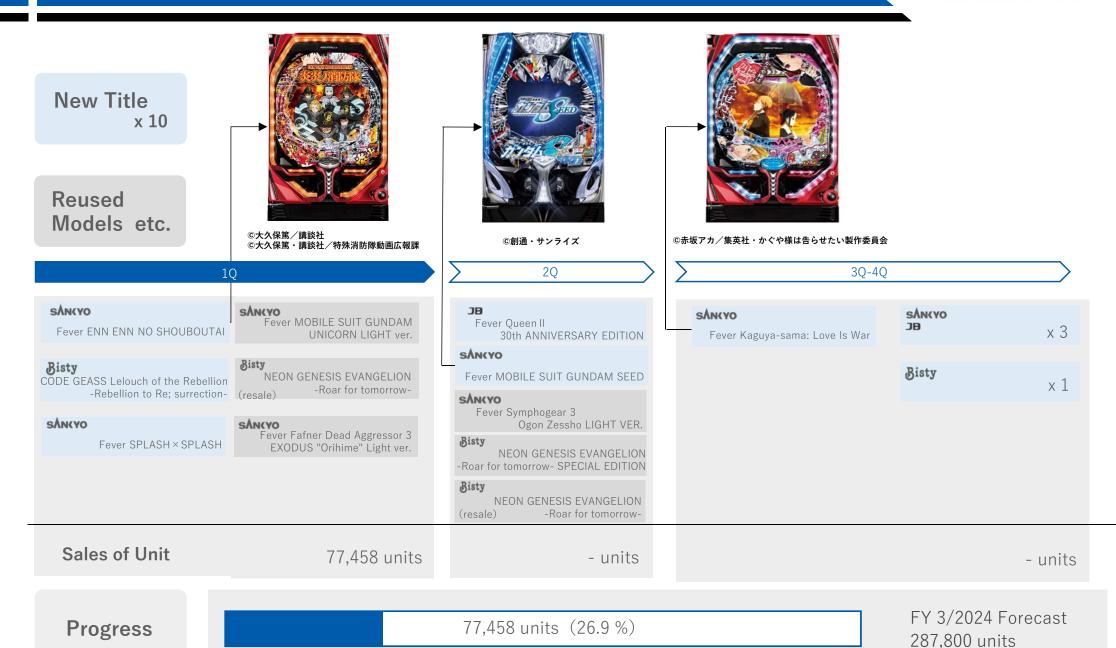
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34,887

+8,456

#### **Pachinko Machines Business**





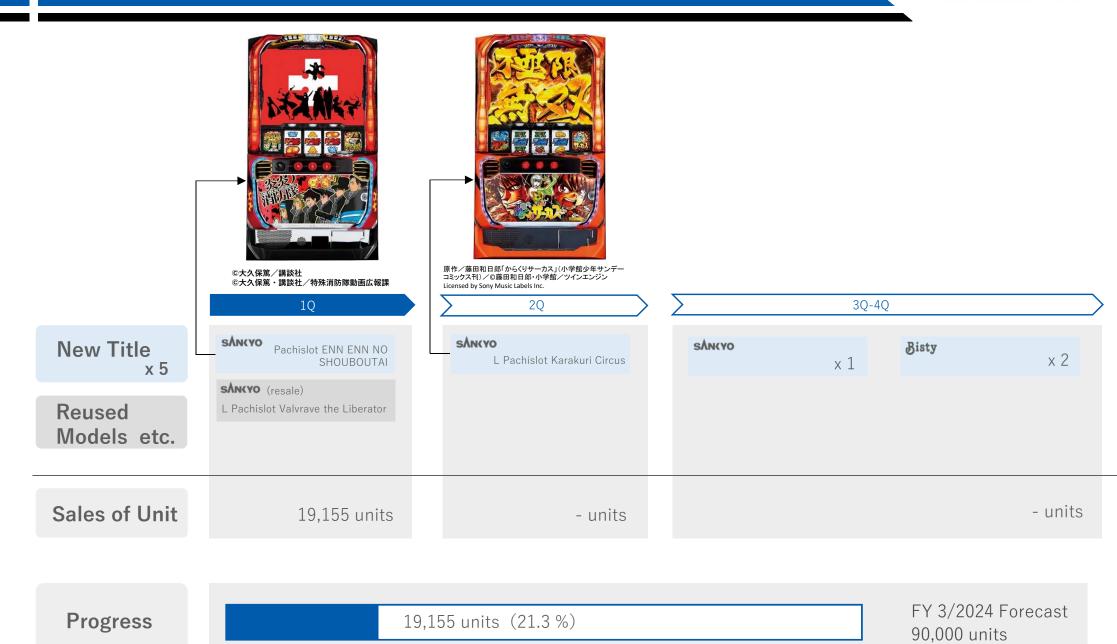
## **Pachislot Machines Business**



Factors of Change in Net sales	Million yen	Data			
FY 3/2023 1st Quarter		million yen	FY 3/2023 1Q	FY 3/2024 1Q	YoY
628 (Apr-Jun)		Net Sales	628	9,056	+8,428
		Operating Income	(289)	4,818	+5,107
Calca values of CANKVO brand		Percentage	(46.0%)	53.2%	
Sales volume of SANKYO-brand pachislot machines increases.	+8,126	units			
		Machines sales	1,254	19,155	+17,901
Unit price of SANKYO- brand pachislot	+183	SANKYO	1,254	19,153	+17,899
machines increases.		Bisty	0	2	+2
Other factors	+118				
FY 3/2024 1st Quarter (Apr-Jun)	9,056	+8,428			

#### **Pachislot Machines Business**







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#### **Pachinko Market**

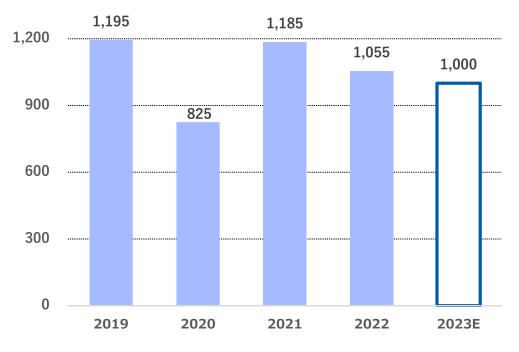


Sales Volume

Thousand units

1,800

1,500



**\* Estimates of SANKYO** 

Sales volume forecast FY2024 :1,000 thousand units

(April 1, 2023 to March 31, 2024)

Total number of units sold

(April to June, 2023)

Approx. 230 thousand yoY Approx. +12%

(1 titles sold 30,000 units or more.

(April to June))

- ✓ Total sales volume in the period from April to June 2023 exceed the same period of the previous year.
  - Machine utilization has been sluggish in the pachinko market as new titles capable of spurring machine utilization have yet to emerge.
  - Although the total sales volume in 1Q exceeds the same period of the previous year when there was a dip in sales volume following the end of replacement demand, parlor operator's purchasing demand has been somewhat weak.
- Emergence of new titles capable of spurring machine utilization will be a key factor.
  - As a number of high-profile products in manufacturers' pipelines are expected to be released from 2Q onward, the extent to which these products are successful will be a key factor determining market revitalization.

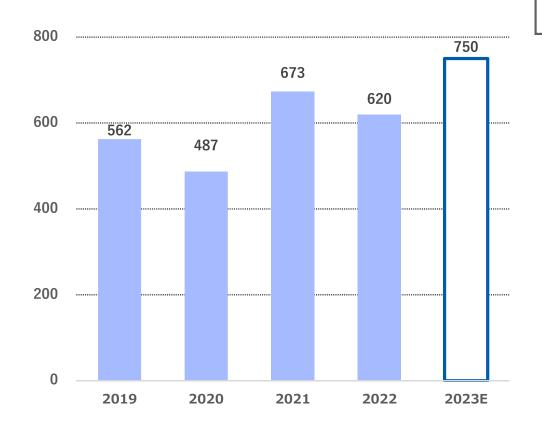
#### **Pachislot Market**



Sales Volume

**Thousand units** 

1.000



Source: Yano Research Institute 

※2022 · 2023 : Estimate of SANKYO

Sales volume forecast FY2024:

750 thousand units

(April 1, 2023 to March 31, 2024)

Total number of units sold

(April to June, 2023)

 $\mathsf{Approx.} \\ 200^{\,\mathsf{thousand}}_{\,\,\mathsf{units}} \,\, \mathsf{YoY} \,\, \mathsf{Approx.} \,\, \mathsf{+151\%}$ 

(3 titles sold 20,000 units or more.

(April to June))

- ✓ Total sales volume in the period from April to June 2023 exceed the same period of the previous year.
  - Machine utilization in pachislot market has been buoyant due to the #6.5 models and Smart Pachislot machine.
  - Parlor operator's purchasing demand for Smart Pachislot and other pachislot machine has been strong due to the buoyant machine utilization.
- Strong purchasing demand is expected from 2Q onward continuously.
  - Strong purchasing demand is expected continuously because #6.5 models and Smart Pachislot machine titles from SANKYO and other manufacturers have been abundant.

#### Initiatives of SANKYO in The Pachinko and Pachislot Machine Markets



- Aim to maintain and enhance brand power and share of sales in the pachinko market.
- Aim to ensure the Group forges ahead in the pachislot market.

#### **1Q**

- Launch of pachinko machine titles equipped with new IP
  - Simultaneous release of pachinko and pachislot titles equipped with new IP "Enn Enn No SHOUBOUTAI".
- ✓ Additional sales of pachinko title "NEON GENESIS EVANGELION –Roar for tomorrow-".
  - Maintaining high machine utilization ever since its release in December 2021.
- Starting promotion of pachinko machine title "Fever MOBILE SUIT GUNDAM SEED" scheduled to launch in August.
  - Implementing promotions to attract players and support the machine utilization in parlors.

#### From 2Q onward

- ✓ Launch of main title "Fever MOBILE SUIT GUNDAM SEED".
- ✓ Vigorous introduction of Smart Pachislot machines.
  - Scheduled to release 4 titles of Smart Pachislot titles including "Pachislot Karakuri Circus" released on July.
- ✓ Flexibly responding to a introduction of Smart Pachinko title.
  - Compared with Smart Pachislot machines, Smart Pachinko machines have been somewhat slow to take off. We will flexibly respond while monitoring market trends, such as the trend of machine utilization and the trend of supply of units.

#### Launch of Pachinko Title "Fever Mobile Suit Gundam SEED"



A new pachinko title of "Mobile Suit Gundam" series will be released after a two-year interval.





#### Adoption of a new frame "Freedom Flame".

- Firstly equipped with Smart Handle as SANKYO brand.
- A simple yet high-performance new frame with a meticulously designed top lamp, speakers, and other devices.

#### Implementing promotions, such as TV commercial and other ways.

- Holding a press announcement and implementing the TV commercial to attract players before the introduction.
- Implementing the TV commercial to support the machine utilization in parlors after the introduction.
  - ↓ Special website of "Fever MOBILE SUIT GUNDAM SEED" https://fever-gundam-series.com/

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# **Business Results for the First Quarter of FY 3/2024**



	FY 3/2024	F	orecast	FY 3/2022				F	Y 3/2023				
Consolidated:milion yen	Q1	YoY	Full Year	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Net Sales	50,777	+23,014	175,000	10,932	17,129	42,283	14,513	84,857	27,763	42,200	58,102	29,231	157,296
Pachinko	34,887	+8,456	131,600	9,189	16,481	36,107	10,083	71,860	26,431	36,590	40,549	19,006	122,576
Pachislot	9,056	+8,428	35,100	1,029	102	4,504	3,256	8,891	628	4,123	9,425	8,375	22,551
Ball Bearing Supply	6,734	+6,074	8,000	663	500	1,619	1,113	3,895	660	1,439	8,080	1,814	11,993
Other Business	97	+55	300	49	46	54	61	210	42	49	48	36	175
Cost of Sales	22,450	+10,229	79,100	4,779	8,353	17,339	6,566	37,037	12,221	17,017	26,136	11,006	66,380
Gross Profit	28,326	+12,785	95,900	6,153	8,775	24,944	7,947	47,819	15,541	25,183	31,966	18,226	90,916
SG & A Expenses	9,137	+3,051	36,400	5,385	6,629	7,824	6,624	26,462	6,086	8,222	10,343	7,732	32,383
Operating Income	19,188	+9,733	59,500	768	2,146	17,119	1,324	21,357	9,455	16,960	21,624	10,493	58,532
Pachinko	14,997	+4,034	47,800	1,981	4,520	15,958	1,683	24,142	10,963	17,312	16,889	9,059	54,223
Pachislot	4,818	+5,107	16,400	(338)	(1,131)	2,008	646	1,185	(289)	1,328	5,299	2,942	9,280
Ball Bearing Supply	595	+607	500	(22)	(23)	134	26	115	(12)	16	629	109	742
Other Business	32	+31	100	4	12	12	13	41	1	5	9	6	21
Elimination/Corporate	(1,255)	-48	(5,300)	(857)	(1,232)	(994)	(1,045)	(4,128)	(1,207)	(1,702)	(1,203)	(1,622)	(5,734)
Recurring Income	19,482	+9,655	60,000	1,192	2,217	17,442	1,406	22,257	9,827	17,015	21,932	10,567	59,341
Extra ordinary Gains	434	-871	0	13	2,668	5	644	3,330	1,305	1,996	2,767	1,011	7,079
Extra ordinary Losses	7	+6	0	6	4	20	34	64	1	4	94	63	162
Net Income	14,080	+6,149	41,500	944	3,631	12,374	1,517	18,466	7,931	13,375	17,364	8,223	46,893
EPS: yen	242.39	+105.85	714.39					305.06	136.54				807.52
Machines sales: units													
Pachinko	77,458	+14,467	287,800	22,300	38,440	77,754	26,096	164,590	62,991	81,313	77,920	46,502	268,726
SANKYO+JB	47,353	-14,799	176.800	19,728	27,129	36,505	12,910	96,272	62,152	62,908	17,920	39,095	182,085
Bisty	30,105	+29,266	111,000	2,572	11,311	41,249	13,186	68,318	839	18.405	59,990	7,407	86,641
	19,155		90,000	2,367	17,311	10,224	9,825	22,433	1,254	8,836	·	21,523	
Pachislot SANKYO	19,155	+17,901 +17,899	50,000	2,36 <i>1</i> 2,344	17	9,992	9,825 57	12,410	1,254	8,836	19,968 19,968	6,524	51,581 36,582
								,		,			
Bisty	2	+2	40,000	23	0	232	9,768	10,023	0	0	0	14,999	14,999

## Margin / Expenses etc.



#### GP Margin/OP Margin

	FY 3/2024	F	orecast	FY 3/2022					FY 3/2023				
Consolidated	Q1	YoY	Full Year	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
GP Margin	55.8%	-0.2pt	54.8%	56.3%	51.2%	59.0%	54.8%	56.4%	56.0%	59.7%	55.0%	62.4%	57.8%
OP Margin	37.8%	+3.7pt	34.0%	7.0%	12.5%	40.5%	9.1%	25.2%	34.1%	40.2%	37.2%	35.9%	37.2%

#### Expenses etc.

	FY 3/2024		Forecast	FY 3/2022					FY 3/2023				
Consolidated:milion yen	Q1	YoY	Full Year	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Sales Commission	2,026	+1,576	7,870	285	664	2,852	696	4,497	450	1,297	3,842	506	6,095
Advertising Expenses	1,045	+844	2,484	571	633	239	292	1,735	201	710	300	528	1,739
R&D Expenses	3,505	+536	17,068	2,558	3,089	2,685	3,650	11,982	2,969	3,479	3,753	4,094	14,295
Salaries & Wages	722	+100	3,100	573	566	995	544	2,678	622	643	1,085	638	2,988
Others	1,839	-5	5,878	1,398	1,677	1,053	1,442	5,570	1,844	2,093	1,363	1,966	7,266
Consolidated: million ye	n												
Capital Expenditure	709	+140	4,227	431	538	493	413	1,875	569	320	665	1,327	2,881
Depreciation&Amortization	503	+199	2,819	416	544	562	591	2,113	304	403	526	605	1,838
Consolidated													
No. of Employees	878	-9	904	935	923	913	906	906	887	878	873	864	864
No. of R&D Staff	275	-1	289	300	298	292	291	291	276	274	271	270	270
Indirect Sales Ratio													
SANKYO+JB Pachinko	15.9%	-8.0pt	20.5%	28.0%	26.1%	27.3%	26.9%	26.9%	23.9%	20.8%	20.2%	19.3%	19.3%
SANKYO Pachislot	20.0%	+13.9pt	21.8%	34.0%	34.0%	34.6%	34.6%	34.6%	6.1%	27.5%	22.8%	21.5%	21.5%

## **Pachinko Machines Business**

NEON GENESIS EVANGELION -Roar for tomorrow- (Resale)

Q3 Fever Kaguya-sama: Love Is War



	FY 3/2024		Forecast	FY 3/2022					FY 3/2023				
Consolidated:milion yen	Q1	YoY	Full Year	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Net Sales	34,887	+8,456	131,600	9,189	16,481	36,107	10,083	71,860	26,431	36,590	40,549	19,006	122,576
Operating Income	14,997	+4,034	47,800	1,981	4,520	15,958	1,683	24,142	10,963	17,312	16,889	9,059	54,223
Percentage	43.0%	+1.5pt	36.3%	21.6%	27.4%	44.2%	16.7%	33.6%	41.5%	47.3%	41.7%	47.7%	44.2%
Pachinko	77,458	+14,467	287,800	22,300	38,440	77,754	26,096	164,590	62,991	81,313	77,920	46,502	268,726
Machines sales: units													
SANKYO+JB	47,353	-14,799	176,800	19,728	27,129	36,505	12,910	96,272	62,152	62,908	17,930	39,095	182,085
Frame	22,595	-26,936	115,900	16,095	26,061	19,691	2,806	64,653	49,531	22,522	9,072	15,000	96,125
Gauge	24,758	+12,137	60,900	3,633	1,068	16,814	10,104	31,619	12,621	40,386	8,858	24,095	85,960
Bisty	30,105	+29,266	111,000	2,572	11,311	41,249	13,186	68,318	839	18,405	59,990	7,407	86,641
Frame	24,075	+23,783	96,000	1,904	9,908	40,847	8,924	61,583	292	11,870	59,667	368	72,197
Gauge	6,030	+5,483	15,000	668	1,403	402	4,262	6,735	547	6,535	323	7,039	14,444

(Sep-23)

(Oct-23)

77,458

Titles to Relea	92					
FY 3/2024		Brand	Release Date	No. of Models	Unit Sales	
Q1	Fever ENN ENN NO SHOUBOUTAI	SANKYO	(Apr-23)	1	30,000	
	CODE GEASS Lelouch of the Rebellion -Rebellion to Re; surrection-	Bisty	(May-23)	1	20,000	
	NEON GENESIS EVANGELION -Roar for tomorrow- (Resale)	Bisty	(May-23)	1	10,000	
	Fever MOBILE SUIT GUNDAM UNICORN LIGHT ver.	SANKYO	(May-23)	1	8,200	
	Fever SPLASH × SPLASH	SANKYO	(Jun-23)	1	5,900	Tota
	Fever Fafner Dead Aggressor 3 EXODUS "Orihime" Light ver.	SANKYO	(Jun-23)	1		77
Q2	Fever Queen II 30th ANNIVERSARY EDITION	JB	(Jul-23)	1		
	Fever MOBILE SUIT GUNDAM SEED	SANKYO	(Aug-23)	1		
	Fever Symphogear 3 Ogon Zessho LIGHT VER.	SANKYO	(Sep-23)	1		
	NEON GENESIS EVANGELION -Roar for tomorrow- SPECIAL EDITION	Bisty	(Sep-23)	1		

Q4 --

Bisty SANKYO

## **Pachislot Machines Business**



	FY 3/2024		Forecast	FY 3/2022					FY 3/2023				
Consolidated:milion yen	Q1	YoY	Full Year	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Net Sales	9,056	+8,428	35,100	1,029	102	4,504	3,256	8,891	628	4,123	9,425	8,375	22,551
Operating Income	4,818	+5,107	16,400	(338)	(1,131)	2,008	646	1,185	(289)	1,328	5,299	2,942	9,280
Percentage	53.2%		46.7%	(32.8%)	(1108.8%)	44.6%	19.8%	13.3%	(46.0%)	32.2%	56.2%	35.1%	41.2%
Machines sales: units													
Pachislot	19,155	+17,901	90,000	2,367	17	10,224	9,825	22,433	1,254	8,836	19,968	21,523	51,581
SANKYO	19,153	+17,899	50,000	2,344	17	9,992	57	12,410	1,254	8,836	19,968	6,524	36,582
Bisty	2	+2	40,000	23	0	232	9,768	10,023	0	0	0	14,999	14,999

#### Titles to Release

FY 3/2024	Series name	Brand	Release Date	Unit Sales	
Q1 L Pachislot	Valvrave the Liberator (Resale)	SANKYO	(Apr-23)		Total
Pachislot E	NN ENN NO SHOUBOUTAI	SANKYO	(May-23)	15,000	19,155
Q2 L Pachislot	Karakuri Circus	SANKYO	(Jul-23)		
Q3					
Q4					

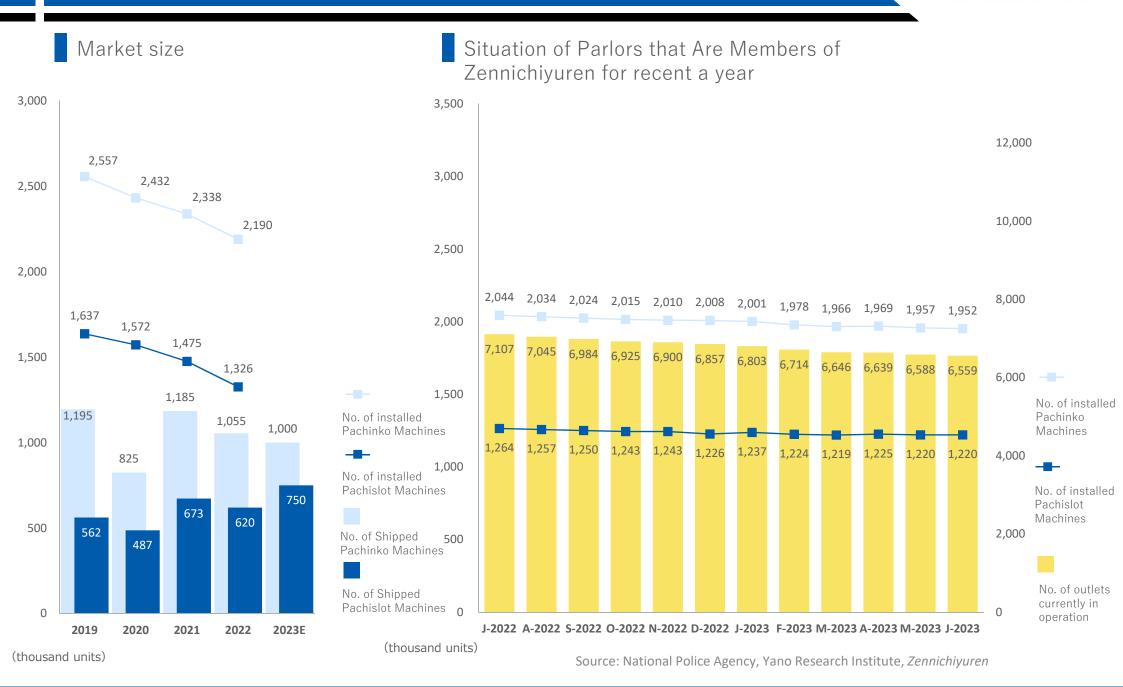
## **Financial Indicates**



million yen	FY 3/2017	FY 3/2018	FY 3/2019	FY 3/2020	FY 3/2021	FY 3/2022	FY 3/2023	FY 3/2024E
Net Sales	81,455	86,220	88,558	78,416	58,129	84,857	157,296	175,000
Operating Income	5,059	10,181	21,286	12,551	6,587	21,357	58,532	59,500
Recurring Income	3,832	11,319	22,300	13,476	7,488	22,257	59,341	60,000
Net Income	1,777	5,550	13,384	13,045	5,749	18,466	46,893	41,500
Total Assets	390,585	396,291	399,585	325,232	292,104	309,213	365,950	
Total Net Assets	340,287	337,242	337,377	269,521	268,887	270,120	310,259	
DPS (Yen)	150.00	150.00	150.00	150.00	150.00	100.00	150.00	150.00
Return on Equity	0.5%	1.6%	4.0%	4.3%	2.1%	6.9%	16.3%	
Average ROE of	2.5%	2.6%	2.3%	2.7%	2.5%	3.8%	5.9%	
five consecutive								
Net Income Ratio	2.2%	6.4%	15.1%	16.6%	9.9%	21.8%	29.8%	
Total Asset Turnover	0.20	0.22	0.22	0.22	0.19	0.28	0.48	
Financial Leverage	1.17	1.16	1.18	1.19	1.15	1.12	1.14	

## Pachinko/Pachislot Machine Market





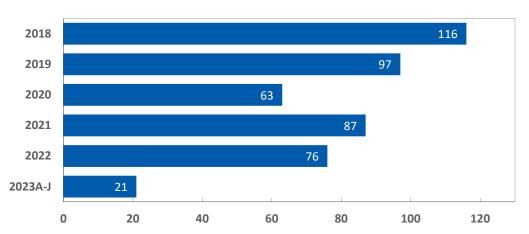
## **Others**



Number of Titles Sold (All Manufacturers)

Compliance with Format Inspection

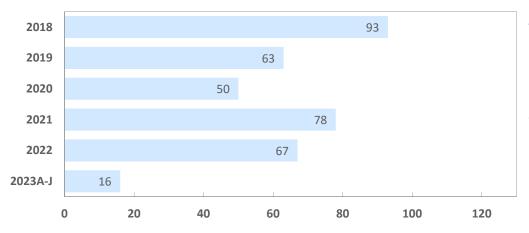
#### Pachinko machines



	2018	2019	2020	2021	2022	2023J-J
Applicant	711	945	912	990	910	466
Pass	336	430	295	313	230	100
Fail	333	560	499	598	669	333
SANKYO Group (Number	of Pass)					
SANKYO+JB	30	28	37	23	25	19
Bisty	9	19	8	9	10	7
Total	39	47	45	32	35	26

including Arrange Ball, Jong-Kyu

#### Pachislot machines



	2018	2019	2020	2021	2022	2023J-J
Applicant	596	982	917	985	972	497
Pass	203	191	185	263	194	111
Fail	444	721	665	694	721	381
SANKYO Group (Numbe	er of Pass)					
SANKYO	6	9	2	9	10	2
Bisty	3	3	8	7	1	5
Total	9	12	10	16	11	7

including Palot

※ Estimates of SANKYO 

※ E

Source: Security Electronics and Communications Technology Association

#### **Contact Us**



# Investor Relations Office Corporate Planning Division



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#### (Notes of forecasts)

The Company's plans, strategies and forecasts, except historical facts, contained in this document may be subject to change due to factors of risk and uncertainty. Therefore, the Company does not guarantee their attainability explicitly or implicitly.

The Company assumes that the 'factors of potential risk and uncertainty' may include the economic climate, especially concerning the pachinko and pachislot markets which constitute the Company's main business field, competition in the market and competitiveness of the Company's products, and also include other unpredictable factors.