

証券コード 6417

# 2018年3月期 決算説明会

平成30年5月11日

株式会社SANKYO

代表取締役社長 筒井公久



**Presentation on  
Business Results of FY 3/2018**  
(April 1, 2017 to March 31, 2018)

**Kimihisa Tsutsui**  
President & Chief Operating Officer

May 11, 2018 at Bellesalle Yaesu

1<sup>st</sup> Sec. of the TSE #6417  
Current Price: ¥ 3,925 (May 8, 2018)  
Shares Outstanding: 89.5 million  
Market Cap: ¥ 351,670 million

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# 2018年3月期 総括

Overview of FY 3/2018

## 1

## 決算ハイライト

## Financial Highlights

売上高 Net Sales	<b>86,220</b> million yen YoY 5.8%
営業利益 Operating Income	<b>10,181</b> million yen YoY 101.2%
EPS Earnings per share	<b>68.37</b> yen YoY 211.6%

パチンコ市場は前年比約10%マイナス、パチスロ市場は約32%のマイナス

当社グループはパチンコ・パチスロとも市場シェア（パチンコ約12%、パチスロ約4%）を伸ばし、増収増益

Pachinko market and pachislot market shrank about 11% and 32%, respectively, year on year.

The Group recorded higher sales and higher profit, with increased shares of both pachinko and pachislot markets (pachinko about 12% and pachislot about 4%).

million yen	FY 3/2017	FY 3/2018	YoY	
売上高 Net Sales	81,455 100.0%	86,220 100.0%	+4,765	+5.8%
売上原価 Cost of Sales	38,409 47.2%	42,506 49.3%	+4,097 +2.1pt	+10.7%
売上総利益 Gross Profit	43,045 52.8%	43,714 50.7%	+669 -2.1pt	+1.6%
販管費 SG & A Expenses	37,986 46.6%	33,533 38.9%	-4,453 -7.7pt	-11.7%
営業利益 Operating Income	5,059 6.2%	10,181 11.8%	+5,122 +5.6pt	+101.2%
経常利益 Recurring Income	3,832 4.7%	11,319 13.1%	+7,487 +8.4pt	+195.4%
親会社株主に帰属する当期純利益 Net Income attributable to owners of parent	1,777 2.2%	5,550 6.4%	+3,773 +4.3pt	+212.3%
EPS Earnings per share	Y21.94	Y68.37		

売上高 Net Sales		102.6%
	84,000	86,220
営業利益 Operating Income		254.5%
	4,000	10,181
経常利益 Recurring Income		226.3%
	5,000	11,319
親会社株主に帰属する 当期純利益 Net Income attributable to owners of parent		158.5%
	3,500	5,550
パチンコ販売台数 Unit Sales of Pachinko Machines		104.8%
	164,000	171,919
パチスロ販売台数 Unit Sales of Pachislot Machines		101.4%
	29,000	29,431

利益率の高い商品の売上が伸びたこととコスト削減効果により各利益は計画を上回る

Q4に約32億円の特別損失（減損損失）を計上

Each profit item exceeded the forecast because of an increase in sales of products with high profit margins and the impact of cost reductions.

Extraordinary losses (impairment loss) amounting to about 3.2 billion yen was recorded in Q4.

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## 連結売上高

## Net Sales

FY 3/2017 (Apr 2016 - Mar 2017)	81,455	million yen	FY 3/2017	FY 3/2018	YoY
パチンコ機関連事業 Pachinko Machines Business	+6,737	売上高 Net Sales	81,455	86,220	+4,765
パチスロ機関連事業 Pachislot Machines Business	-2,066	パチンコ機関連事業 Pachinko Machines Business	60,534	67,271	+6,737
補給機器関連事業 Ball Bearing Supply Business	+42	パチスロ機関連事業 Pachislot Machines Business	13,238	11,172	-2,066
その他の事業 Other Businesses	+53	補給機器関連事業 Ball Bearing Supply Business	7,204	7,246	+42
		その他の事業 Other Businesses	477	530	+53
<b>FY 3/2018 (Apr 2017 - Mar 2018)</b>	<b>86,220</b>				
					<b>+4,765</b>
		million yen			

## 5

## パチンコ機関連事業

## Pachinko Machines Business

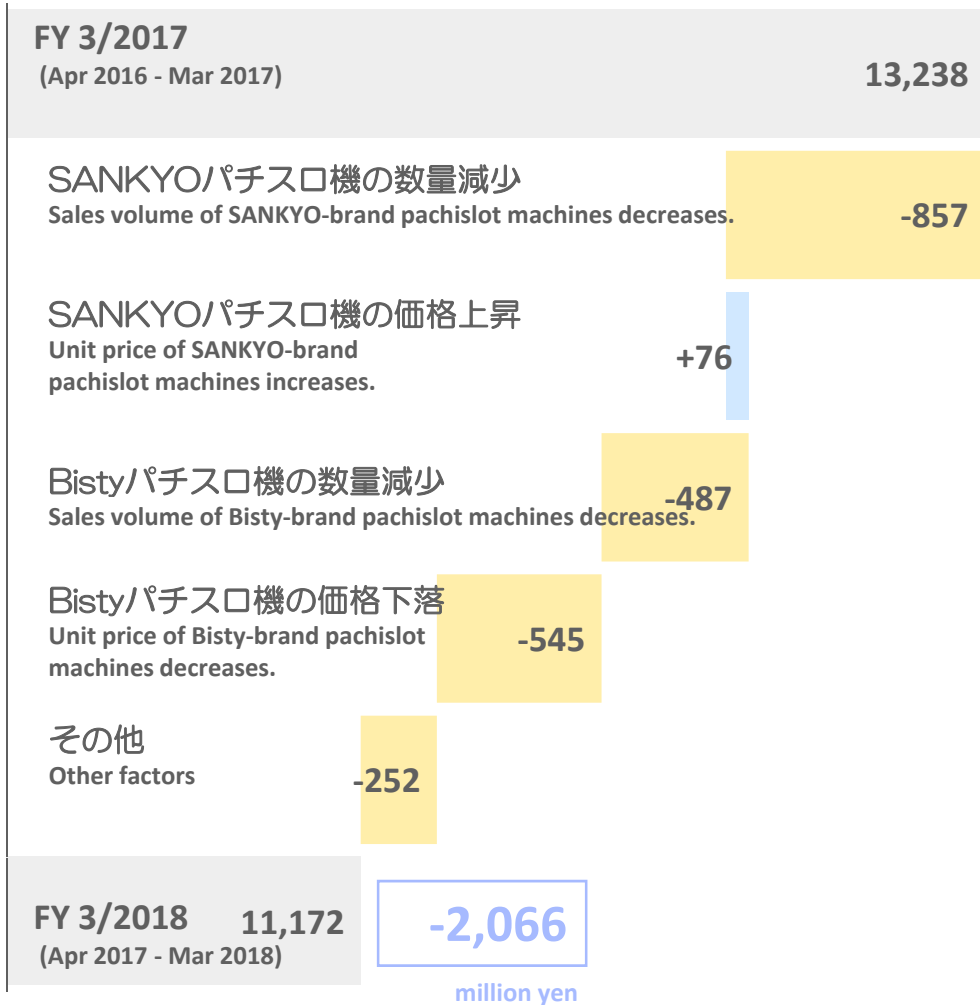
FY 3/2017 (Apr 2016 - Mar 2017)	60,534		million yen	FY 3/2017	FY 3/2018	YoY
SANKYO+JBパチンコ機の数量増加 Sales volume of SANKYO-brand and JB-brand pachinko machines increases.	+10,184		売上高 Net Sales	60,534	67,271	+6,737
SANKYO+JBパチンコ機の価格上昇 Unit price of SANKYO-brand and JB-brand pachinko machines increases.	+4,553		営業利益 Operating Income	10,402 17.2%	14,570 21.7%	+4,168
Bistyパチンコ機の数量減少 Sales volume of Bisty-brand pachinko machines decreases.	-10,669		販売台数 Unit Sales of Pachinko Machines	172,954	171,919	-1,035
Bistyパチンコ機の価格上昇 Unit price of Bisty-brand pachinko machines increases.	+3,022		SANKYO+JB	76,224	108,128	+31,904
その他 Other factors	-353		Frame	33,823	49,005	+15,182
			Gauge	42,401	59,123	+16,722
			Bisty	96,730	63,791	-32,939
			Frame	52,965	53,148	+183
			Gauge	43,765	10,643	-33,122
FY 3/2018 (Apr 2017 - Mar 2018)	67,271	+6,737				

million yen

## 6

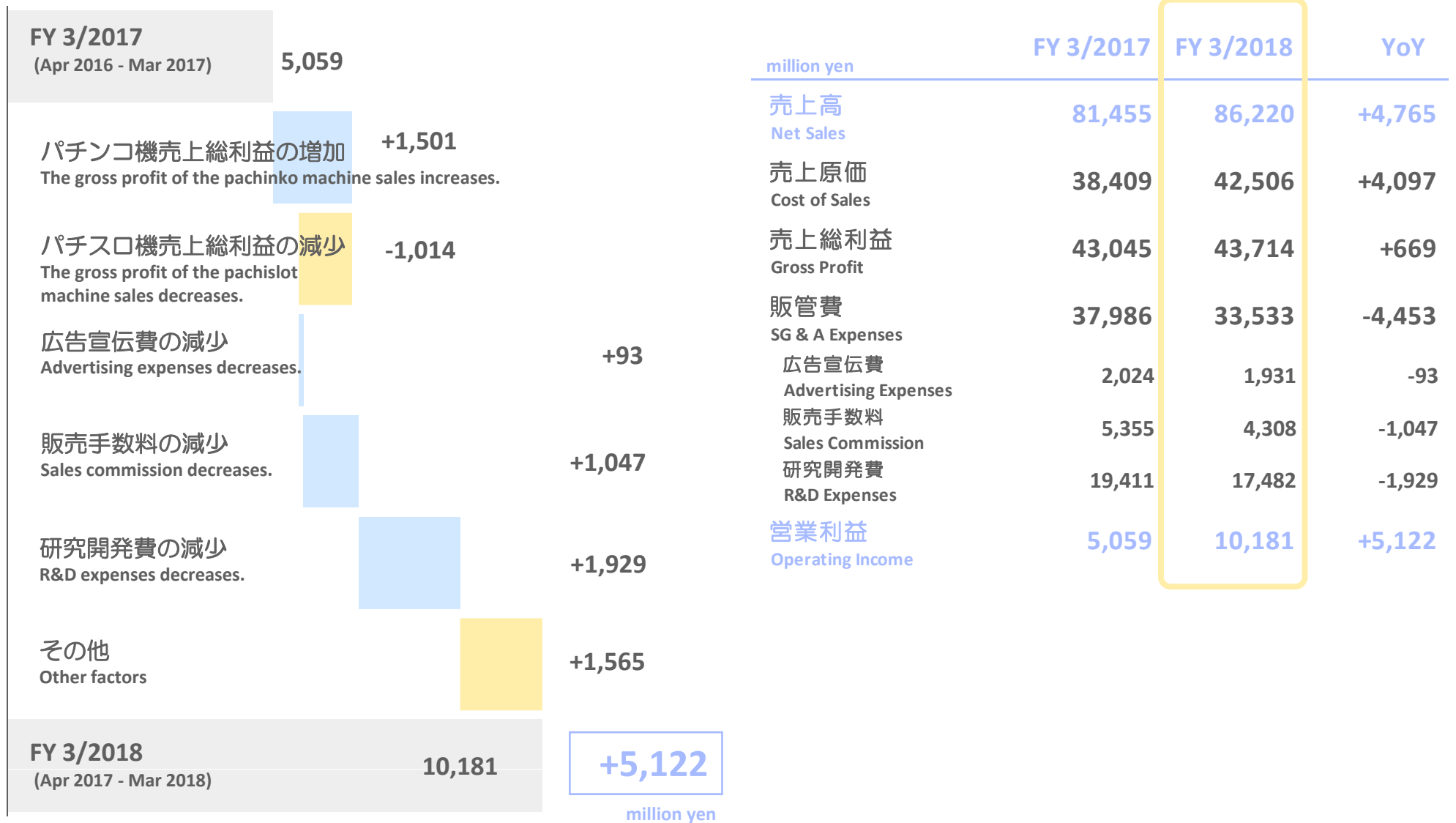
## パチスロ機関連事業

## Pachislot Machines Business



	FY 3/2017	FY 3/2018	YoY
million yen			
売上高 Net Sales	13,238	11,172	-2,066
営業利益 Operating Income	(225) (1.7%)	130 1.2%	+355
販売台数 Unit Sales of Pachislot Machines	32,959	29,431	-3,528
SANKYO	20,074	17,996	-2,078
Bisty	12,885	11,435	-1,450





# 連結貸借対照表

## Consolidated Balance Sheets

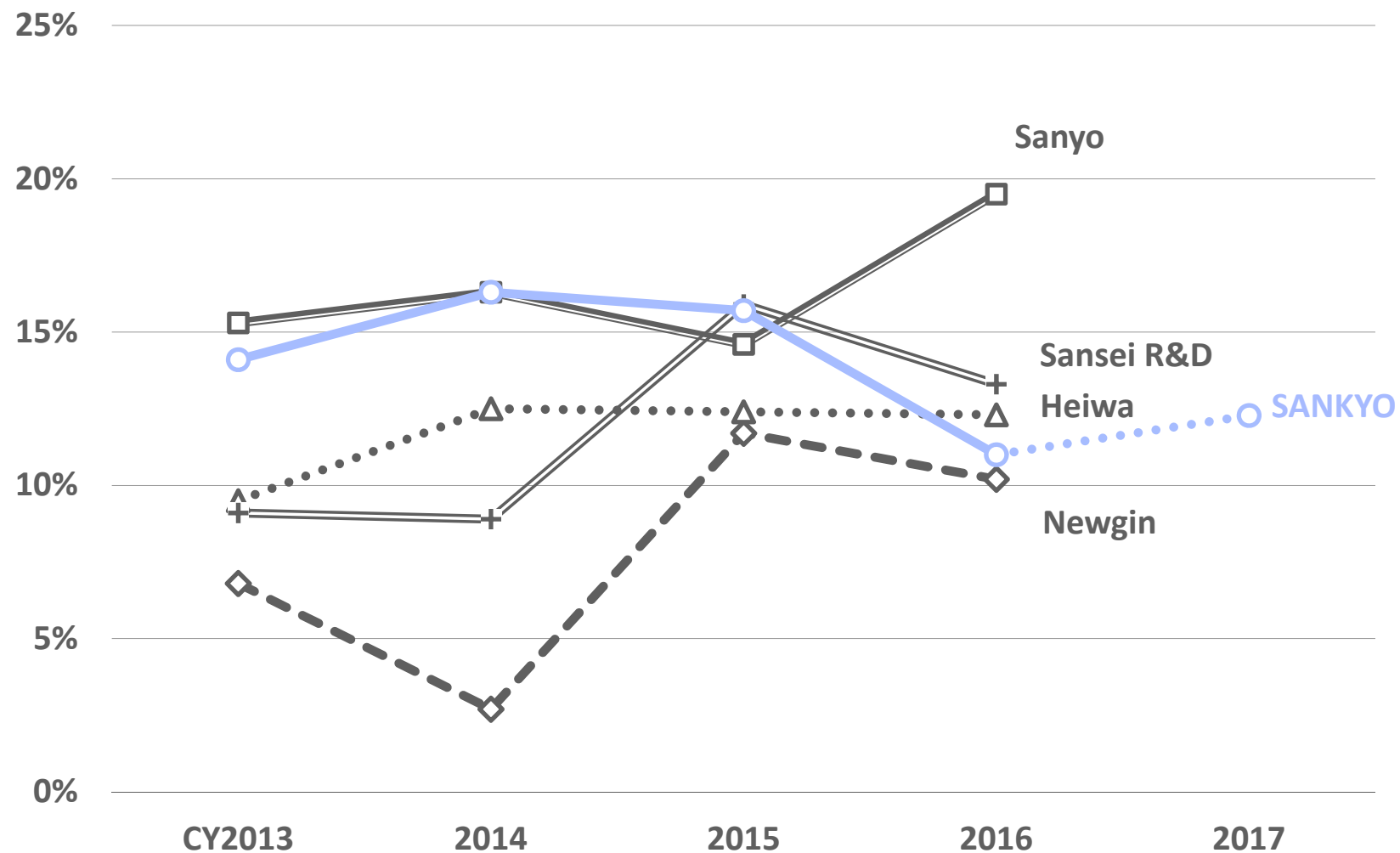
million yen	As of 31-Mar-17	As of 31-Mar-18	Change	
当座資産 Quick assets	304,451	314,056	+9,605	売上債権の増加 Increase in notes and accounts receivable - trade
流動資産 Total current assets	317,552	324,833	+7,281	
投資有価証券 Investment securities	21,612	25,015	+3,403	特定投資株式の時価評価 Fair value evaluation of specific investment equities
固定資産 Total fixed assets	73,032	71,458	-1,574	
<b>資産合計 Total assets</b>	<b>390,585</b>	<b>396,291</b>	<b>+5,706</b>	
流動負債 Total current liabilities	21,930	30,599	+8,669	
新株予約権付社債 Bonds with subscription rights to shares	20,066	20,046	-20	
固定負債 Total long-term liabilities	28,368	28,449	+81	
<b>負債合計 Total liabilities</b>	<b>50,298</b>	<b>59,048</b>	<b>+8,750</b>	
純資産合計 Total net assets	340,287	337,242	-3,045	配当金の支払いを減算、当期純利益を加算 Decrease due to cash dividends paid and increase due to profit
<b>負債純資産合計 Total liabilities and total net assets</b>	<b>390,585</b>	<b>396,291</b>	<b>+5,706</b>	

現金及び現金同等物の期首残高 Cash and cash equivalents at beginning of the period		251,818	
営業活動によるキャッシュフロー Cash flows from operating activities	税金等調整前当期純利益 Income before income taxes and minority interests	+8,055	
	売上債権の増加 Increase in notes and accounts receivable - trade	-7,862	
	たな卸資産の増加 Increase in inventories	-454	
	仕入債務の増加 Increase in notes and accounts payable - trade	+7,267	
	その他 Other factors	+8,956	
投資活動によるキャッシュフロー Cash flows from investing activities		+18,420	
財務活動によるキャッシュフロー Cash flows from financing activities	配当金の支払額 Cash dividends paid	-12,176	
	その他 Other factors	-8	
現金及び現金同等物の期末残高 Cash and cash equivalents at end of the period		274,017	<b>+22,199</b>

million yen

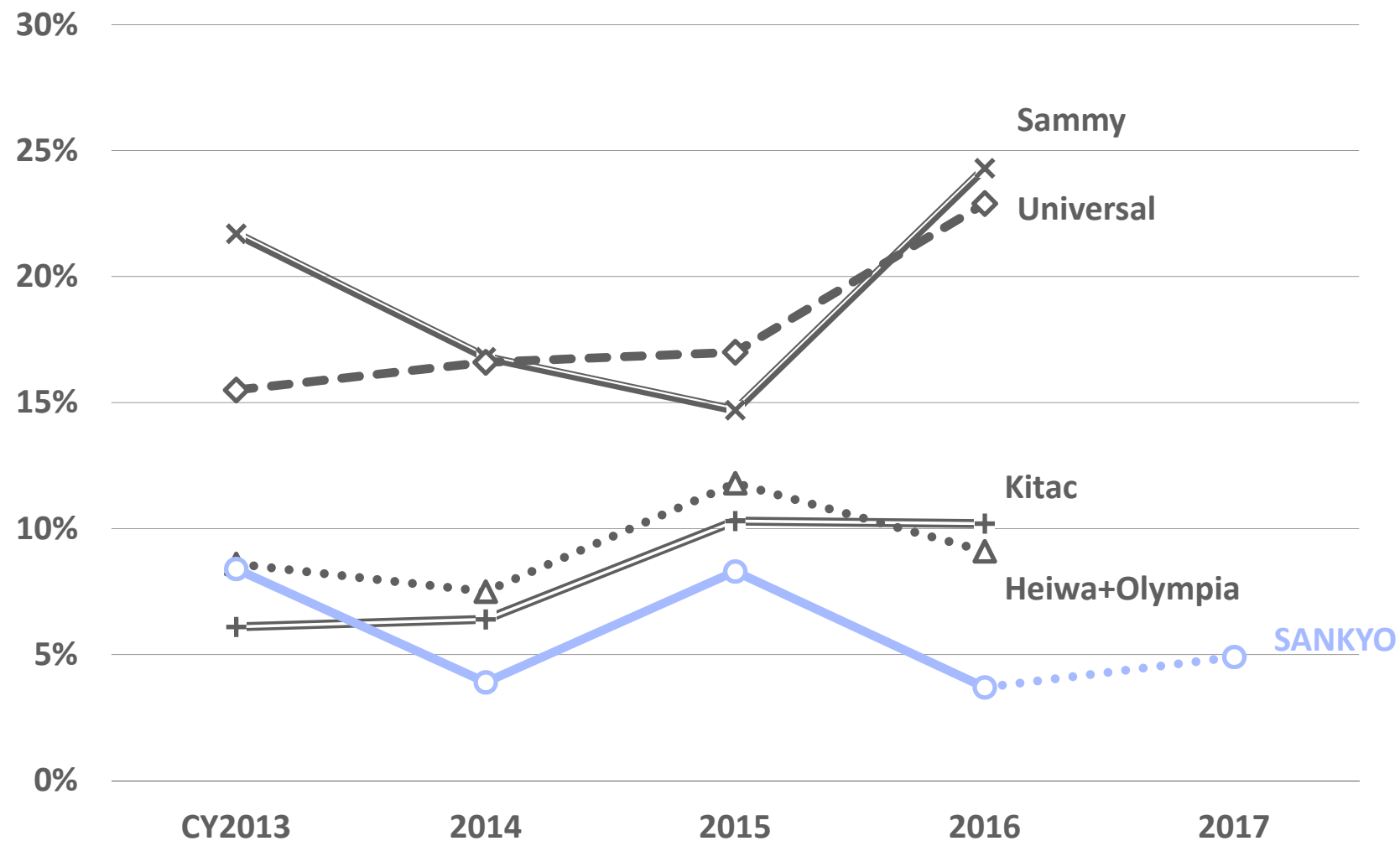
## パチンコ機 販売シェア (台数ベース)

Pachinko Machines Market Share (unit basis)



## パチスロ機 販売シェア (台数ベース)

Pachislot Machines Market Share (unit basis)



# 市場の見通し と当社の取り組み

Market Forecasts and SANKYO's Initiatives



## ギャンブル等依存症対策基本法案 Bill for Basic Law Concerning Countermeasures for Gambling Addiction

今通常国会での成立を目指しており、各党案と併せて審議中。

Deliberation on the bill, together with bills submitted by other parties, is underway with the aim of enacting it in the 2018 ordinary Diet session.

## 大衆娯楽としてのパチンコ Pachinko as popular entertainment

最重要課題として依存対策を進める。

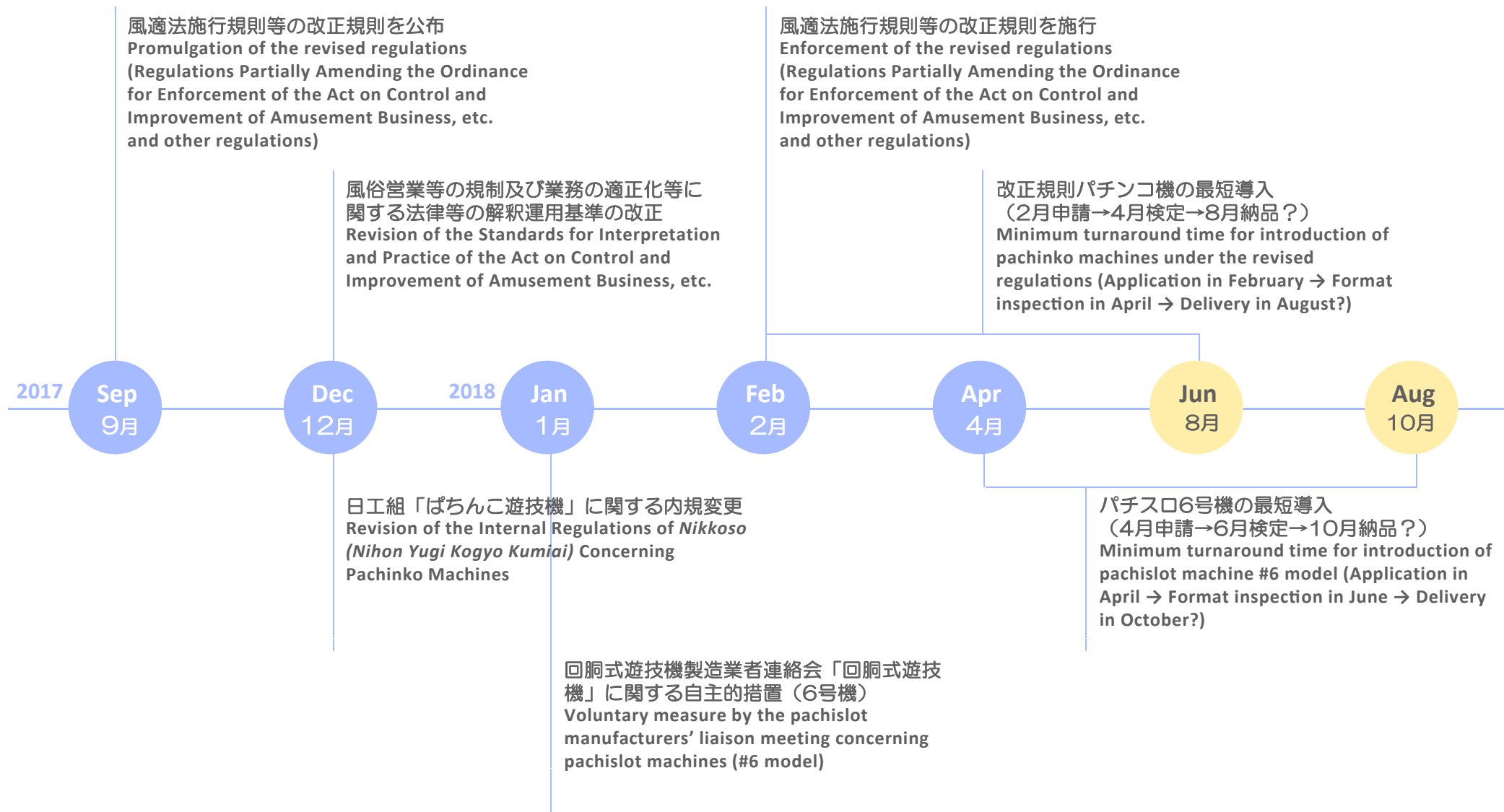
Implement countermeasures against compulsive gambling as a top priority

### 主な取り組み

- 新規則機の積極的な開発
- リカバリーサポート・ネットワークの充実
- 本人・家族申告による利用制限等
- 出玉規制の基準見直し
- 風適法施行規則等の改正
- 18歳未満の立ち入り禁止の徹底（賞品交換時の年齢確認など）

### Key initiatives

- Vigorous development of machines under new regulations
- Enrichment of the Recovery Support Network
- Restrictions on use through notification by the player or by his/her family (e.g. game machines on which the maximum amount a player can spend can be set)
- Revision of the criteria for payout regulations
- Revision of the Ordinance for Enforcement of the Act on Control and Improvement of Amusement Business, etc. and other regulations
- Strict imposition of prohibition of access of people under 18 years of age (ID check upon prize exchange)





総販売台数予測  
Sales volume forecast

**1,300** Thousand units

2017年度の実績：約1,400千台。  
Approx. 1,400,000 units were sold in FY2017.

販売単価  
Unit price

横ばい  
Flat

400,000円台後半の値付けがあるものの、ロープライスモデルも増え、平均では横ばい傾向。  
Despite the advent of pricing slightly below 500,000 yen, the average unit price remains flat because the number of low-price models also increased.

### 多品種少ロット化 Trend toward wide-variety small-lot

5万台以上販売は6タイトル（2017年4月～2018年3月）。  
大型タイトル以外への関心は低く、少ロット販売が続く。  
6 titles sold 50,000 units or more. (from April 2017 to March 2018)  
Little interest in titles other than major titles; continuation of small-lot sales

### 新基準機の商品開発が進む Product development of machines under new standards

各メーカーから設定付パチンコの型式試験の申請が行われており、早ければ夏頃に登場。  
Manufacturers have filed applications for format inspection of pachinko machines with payout settings. Such machines will debut around summer at the earliest.

総販売台数予測  
Sales volume forecast

**450** Thousand units

2017年度の実績：約600千台。  
Approx. 600,000 units were sold in FY2017

販売単価  
Unit price

横ばい  
Flat

400,000円超が一般的な水準。  
Unit price exceeding 400,000 yen is the general level.

### 多品種少ロット化 Trend toward wide-variety small-lot

2万台以上販売は5タイトル（2017年4月～2018年3月）。  
バラエティ設置が進む。

5 titles sold 20,000 units or more. (from April 2016 to March 2017)  
Trend toward installing a variety of machines continues.

### 5.9号機の新台購入に消極的な姿勢が続く Persisting reluctance to purchase new #5.9 models

5.9号機の大型タイトル不在、6.0号機の登場をにらみ買い控えが続く。

Owing to the lack of major titles of #5.9 models and with an eye to the debut of #6.0 models, the reluctance to purchase will persist.

改正規則への対応

Response to revised regulations

総販売台数の減少

Decrease in the total number of units sold

開発競争に伴う高コスト化

Cost increase due to development competition

多品種小ロット化への対応

Initiatives to sell a wide variety of machines and smaller lots

改正規則の特徴を活かした商品開発

Product development taking advantage of the characteristics of revised regulations

旧規則機を含め販売タイミングの見極め

Identification of the timing of sales, including for machines under former regulations

当社独自コンテンツの活用

Original content

開発期間の短縮

Shorter development time

# 2019年3月期 予想

Forecast of FY 3/2019

売上高  
Net Sales

**90,000** million yen  
YoY +4.4%

営業利益  
Operating Income

**12,000** million yen  
YoY +17.9%

EPS  
Earnings per share

**110.87** yen  
YoY +62.1%

DPS  
Dividends per share

**150.00** yen  
Unchanged

パチンコ販売台数  
Unit Sales of Pachinko Machines

**205,500** Units  
YoY +19.5%

販売シェア  
Market share

**15-16** %

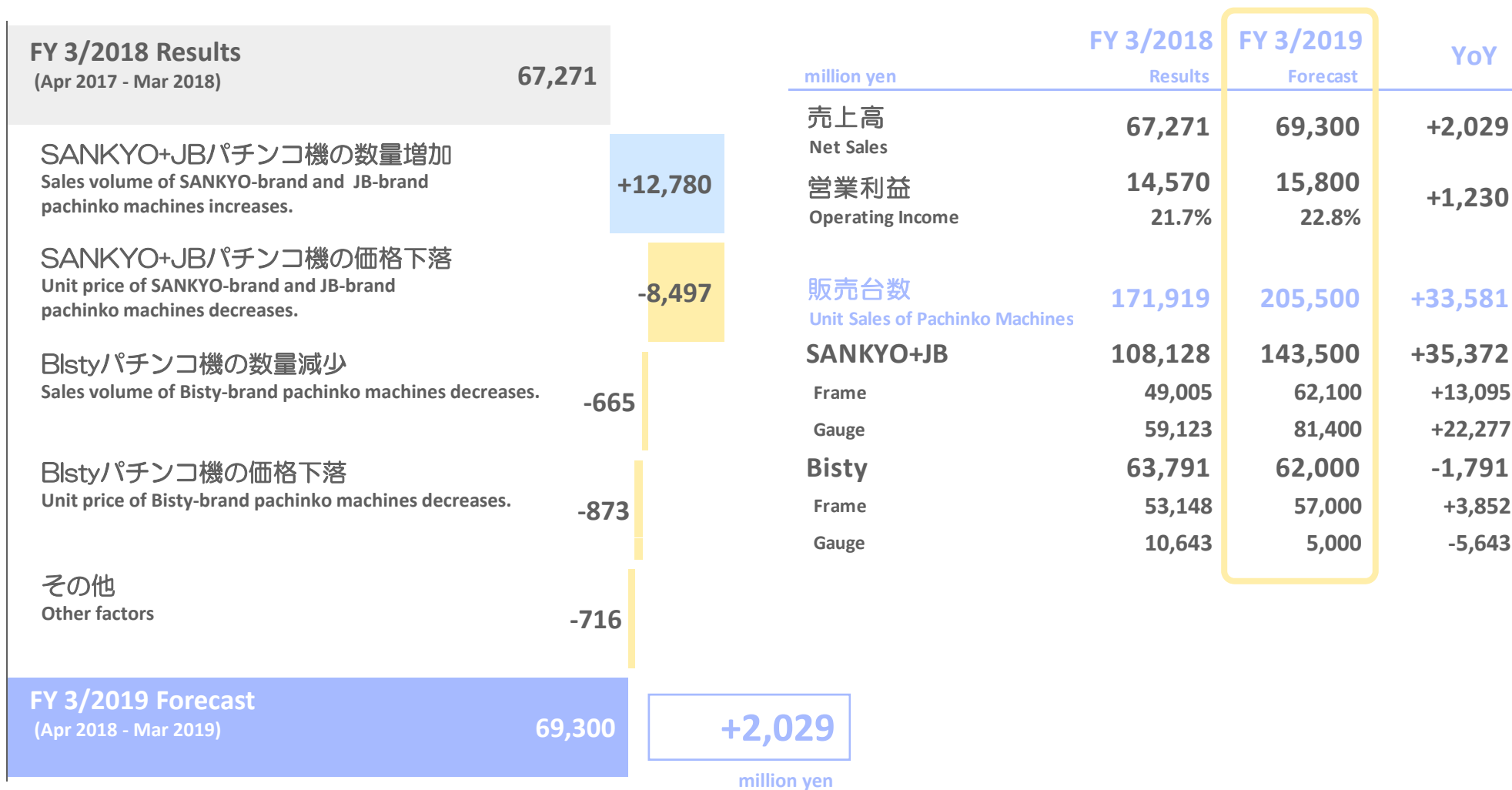
パチスロ販売台数  
Unit Sales of Pachislot Machines

**39,000** Units  
YoY +32.5%

販売シェア  
Market share

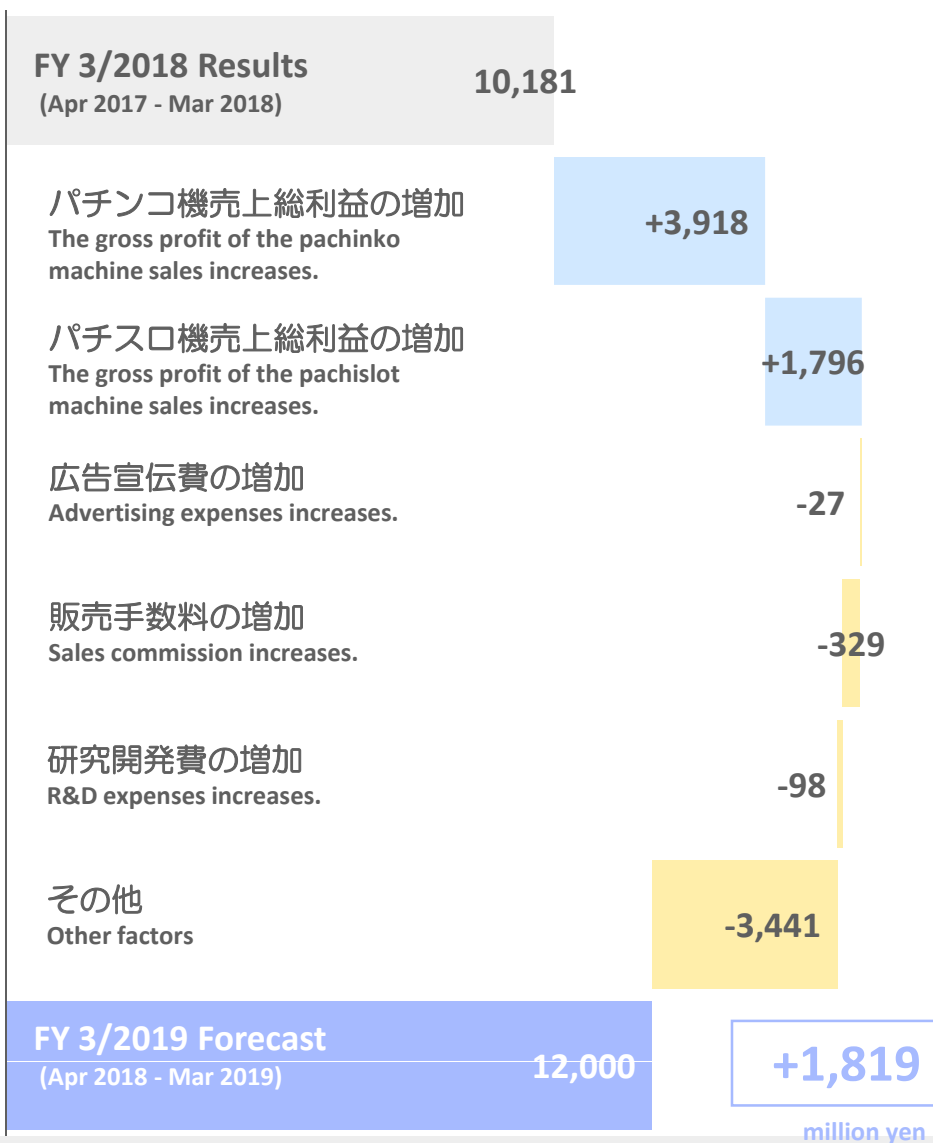
**8-9** %

FY 3/2018 Results (Apr 2017 - Mar 2018)		86,220	million yen	FY 3/2018 Results	FY 3/2019 Forecast	YoY
売上高 Net Sales				86,220	90,000	+3,780
パチンコ機関連事業 Pachinko Machines Business		+2,029		67,271	69,300	+2,029
パチスロ機関連事業 Pachislot Machines Business		+2,328		11,172	13,500	+2,328
補給機器関連事業 Ball Bearing Supply Business		-546		7,246	6,700	-546
その他の事業 Other Businesses		-30		530	500	-30
FY 3/2019 Forecast (Apr 2018 - Mar 2019)		90,000				
				<b>+3,780</b>		
			million yen			



FY 3/2018 Results (Apr 2017 - Mar 2018)	11,172	million yen	FY 3/2018 Results	FY 3/2019 Forecast	YoY	
SANKYOパチスロ機の数量増加 Sales volume of SANKYO-brand pachislot machines increases.	+1,251		売上高 Net Sales	11,172	13,500	+2,328
SANKYOパチスロ機の価格下落 Unit price of SANKYO-brand pachislot machines decreases.	-648		営業利益 Operating Income	130 1.2%	1,100 8.1%	+970
Blstyパチスロ機の数量増加 Sales volume of Blsty-brand pachislot machines increases.	+1,892		販売台数 Unit Sales of Pachislot Machines	29,431	39,000	+9,569
Blstyパチスロ機の価格下落 Unit price of Blsty-brand pachislot machines decreases.	-148		SANKYO	17,996	21,000	+3,004
その他 Other factors	-19		Bisty	11,435	18,000	+6,565
<b>FY 3/2019 Forecast (Apr 2018 - Mar 2019)</b>	<b>13,500</b>					
						<b>+2,328</b> million yen





million yen	FY 3/2018 Results	FY 3/2019 Forecast	YoY
売上高 Net Sales	86,220	90,000	+3,780
売上原価 Cost of Sales	42,506	43,500	+994
売上総利益 Gross Profit	43,714	46,500	+2,786
販管費 SG & A Expenses	33,533	34,500	+967
広告宣伝費 Advertising Expenses	1,931	1,958	+27
販売手数料 Sales Commission	4,308	4,637	+329
研究開発費 R&D Expenses	17,482	17,580	+98
営業利益 Operating Income	10,181	12,000	+1,819

## Number of Pachinko/Pachislot Titles to be Released

	Q1 Apr-Jun	From Q2 onward Q2以降
Pachinko リユースを除く Excluding Reused Models 12 titles	<b>SANKYO</b> フィーバーR-18 <i>Fever R-18</i>	<b>SANKYO</b> トータル・イクリプス <i>Total Eclipse</i>
	<b>SANKYO</b> フィーバー機動戦士ZガンダムY <i>Fever Mobile Suit Zeta GUNDAM Y</i>	
	<b>SANKYO</b> フィーバーLADY GAGA G <i>Fever LADY GAGA G</i>	
Reused Models パチンコリユース	<b>SANKYO</b> 楽シーサー 30 <i>Tanoshisa 30</i>	
Pachislot  5 titles		<b>SANKYO</b> JB x 8
		<b>Gisty</b> x 3
		<b>SANKYO</b> x 1
		<b>Gisty</b> x 2



販売予定タイトルにつきましては現時点における計画であり、変更になる可能性もあります。  
Introduction of titles is in line with the current plan to date, but may be subject to changes.

## 配当方針

## Dividend Policy

安定配当  
 公約配当性向25%  
 1991年の上場以来減配がない

Stable dividend  
 Commitment to 25% payout ratio  
 No dividend cut since the listing

2019年3月期

FY 3/2019

1株当配当金  
 DPS **150** yen

中間配当を含む  
 Including interim dividend

## 自己株式取得に関する考え方

## Views on purchase of treasury stock

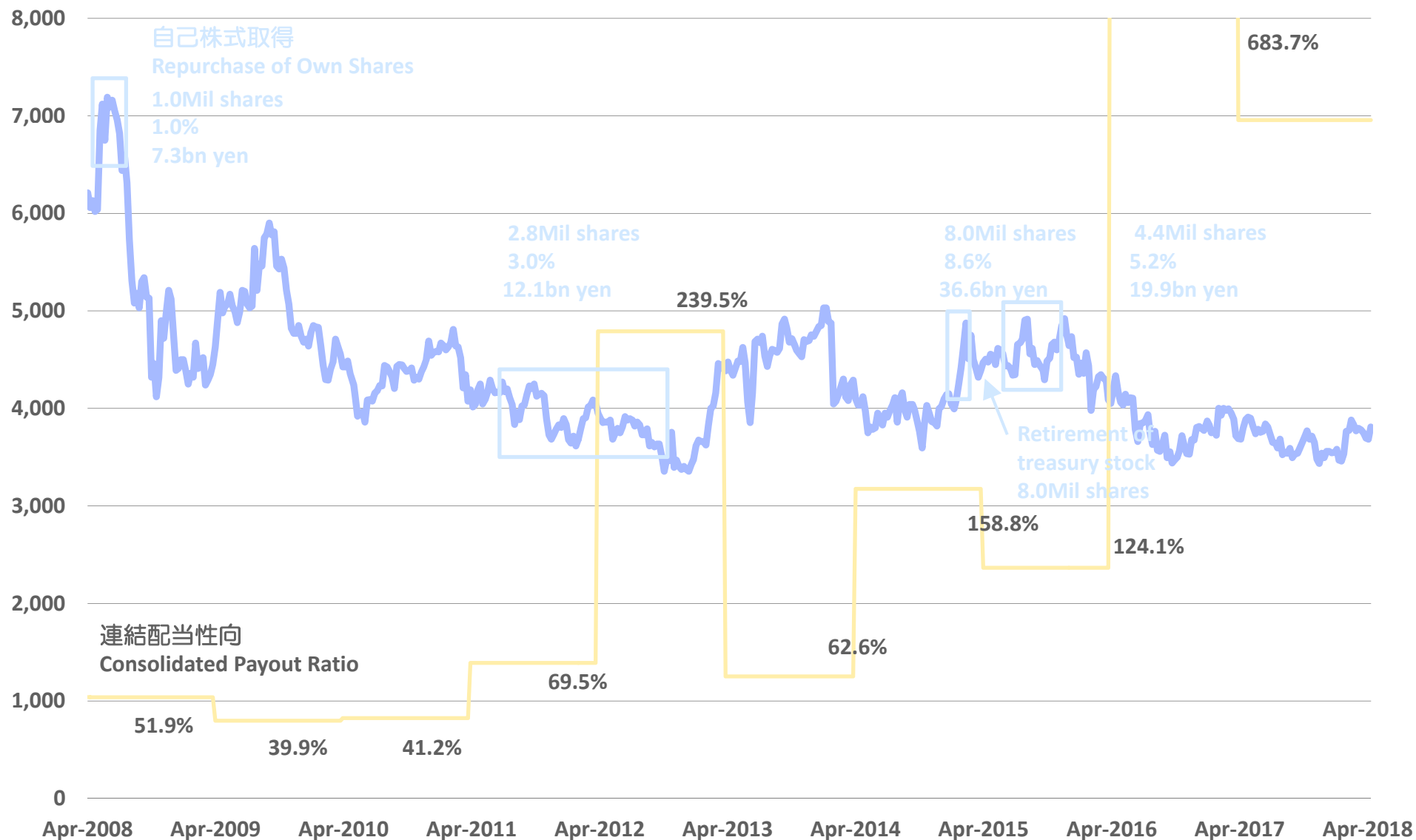
以下の要素を勘案し機動的に判断  
 Flexible decision-making, considering the following factors

株価  
 株主・投資家の意見  
 業績の見通し  
 当社の経営環境など

Stock price  
 Opinions of shareholders and investors  
 Forecast of business results  
 SANKYO's management environment and others

# 株価と株主還元の実績

## Share Price and Return of Profits to Shareholders (Results)



# 付属資料

Appendix



## Business Results of FY 3/2018

連結：百万円	Consolidated: million yen	FY 3/2017 Full Year	FY 3/2018 Full Year	YoY	Forecast (30-Jan)	Change	FY 3/2017 Q1	Q2	Q3	Q4	FY 3/2018 Q1	Q2	Q3	Q4
売上高	Net Sales	81,455	86,220	+4,765	84,000	+2,220	9,371	22,450	35,911	13,723	11,108	10,115	24,974	40,023
パチンコ	Pachinko	60,534	67,271	+6,737	64,400	+2,871	5,619	18,220	30,029	6,666	5,600	4,073	22,444	35,154
パチスロ	Pachislot	13,238	11,172	-2,066	11,100	+72	2,111	2,926	2,810	5,391	3,906	3,736	179	3,351
補給機器	Ball Bearing Supply	7,204	7,246	+42	7,900	-654	1,517	1,190	2,940	1,557	1,479	2,165	2,203	1,399
その他事業	Other Business	477	530	+53	600	-70	124	113	132	108	122	141	147	120
売上原価	Cost of Sales	38,409	42,506	+4,097	43,600	-1,094	4,568	10,053	16,656	7,132	5,376	5,038	13,019	19,073
売上総利益	Gross Profit	43,045	43,714	+669	39,900	+3,814	4,803	12,397	19,255	6,590	5,732	5,077	11,954	20,951
販管費	SG & A Expenses	37,986	33,533	-4,453	35,900	-2,367	7,466	11,419	11,368	7,733	8,072	8,313	9,291	7,857
営業利益	Operating Income	5,059	10,181	+5,122	4,000	+6,181	(2,662)	978	7,885	(1,142)	(2,340)	(3,236)	2,663	13,094
パチンコ	Pachinko	10,402	14,570	+4,168	9,900	+4,670	(1,505)	3,510	9,836	(1,439)	(1,970)	(2,351)	5,165	13,726
パチスロ	Pachislot	(225)	130	+355	(1,000)	+1,130	19	(672)	(881)	1,309	814	443	(1,666)	539
補給機器	Ball Bearing Supply	333	453	+120	500	-47	29	3	230	71	66	146	167	74
その他事業	Other Business	(665)	(489)	+176	(700)	+211	(193)	(159)	(173)	(140)	(165)	(119)	(75)	(130)
消去又は全社	Elimination/Corporate	(4,785)	(4,483)	+302	(4,700)	+217	(1,013)	(1,703)	(1,125)	(944)	(1,255)	(1,185)	(928)	(1,115)
経常利益	Recurring Income	3,832	11,319	+7,487	5,000	+6,319	(2,494)	737	7,499	(1,910)	(1,818)	(3,151)	3,102	13,186
特別利益	Extraordinary Gains	8	2	-6	2	+0	0	8	0	0	2	0	0	0
特別損失	Extraordinary Losses	156	3,266	+3,110	58	+3,208	15	11	40	90	45	10	3	3,208
当期純利益	Net Income	1,777	5,550	+3,773	3,500	+2,050	(1,910)	307	5,020	(1,640)	(1,167)	(2,242)	2,127	6,832
EPS: 円	EPS: yen	21.94	68.37	+46.43	43.12	+25.25								

## 販売台数：台 Machines sales: units

パチンコ	Pachinko	172,954	171,919	-1,035	164,000	+7,919	15,309	62,379	76,043	19,223	14,936	9,512	56,202	91,269
SANKYO+JB	SANKYO+JB	76,224	108,128	+31,904	102,000	+6,128	14,252	27,310	17,659	17,003	8,146	8,784	17,662	73,536
Bisty	Bisty	96,730	63,791	-32,939	62,000	+1,791	1,057	35,069	58,384	2,220	6,790	728	38,540	17,733
パチスロ	Pachislot	32,959	29,431	-3,528	29,000	+431	4,831	6,714	6,222	15,192	9,263	8,491	420	11,257
SANKYO	SANKYO	20,074	17,996	-2,078	18,000	-4	4,831	6,714	5,864	2,665	8,868	8,491	0	637
Bisty	Bisty	12,885	11,435	-1,450	11,000	+435	0	0	358	12,527	395	0	420	10,620

## Pachinko and Pachislot Machines Sales Results

## Pachinko

	Series name		No. of models	Sales: units
<b>FY 3/2018</b>	フィーバータイガーマスク3 YR	Fever Tiger Mask 3 YR	SANKYO	(Apr-17) 1 -
<b>Q1</b>	エヴァンゲリオン11 YR	Evangelion 11 Time to Rise YR	Bisty	(Jun-17) 1 8,900
	新夏祭り	Shin-Natsumatsuri	JB	(Jun-17) 2 -
	フィーバー倅田來未5 Y	Fever KODA KUMI V Special Live Y	SANKYO	(Jun-17) 1 -
<b>Q2</b>	ジェットアロー II号	Jet Arrow #2	JB	(Jul-17) 2 -
	フィーバー戦姫絶唱シンフォギア	Fever Symphogear	SANKYO	(Jul-17) 1 23,200
	フィーバーサムライブレード Y	Fever SAMURAI BLADE Y	SANKYO	(Aug-17) 1 -
	新夏祭り AX	Shin-Natsumatsuri AX	JB	(Sep-17) 1 -
<b>Q3</b>	フェスティバル DD	Festival DD	JB	(Oct-17) 1 -
	エヴァンゲリオン 2018モデル	Evangelion "2018 model"	Bisty	(Oct-17) 1 36,600
	フィーバーLADY GAGA	Fever LADY GAGA	SANKYO	(Nov-17) 1 6,900
	エヴァンゲリオン11 R	Evangelion 11 Time to Rise R	Bisty	(Dec-17) 1 -
	フィーバーマイケル・ジャクソン	Fever Michael Jackson	SANKYO	(Dec-17) 1 -
<b>Q4</b>	フィーバー機動戦士Zガンダム	Fever Mobile Suit Zeta GUNDAM	SANKYO	(Jan-18) 1 30,900
	コードギアス エンペラーロード	CODE GEASS "Emperor Road"	Bisty	(Feb-18) 1 10,500
	フィーバークイーン 2018	Fever Queen 2018	JB	(Feb-18) 2 9,200
	フィーバーパワフル 2018	Fever Powerful 2018	JB	(Feb-18) 2 8,900
	フィーバー革命機ヴァルヴレイヴ	Fever Valvrave the Liberator	SANKYO	(Mar-18) 1 11,300
	エヴァンゲリオン 12 Y	Evangelion 12 Y	Bisty	(Mar-18) 1 7,400
<b>Total</b>				<b>171,919</b>

## Pachislot

	Series name		Sales: units
<b>FY 3/2018</b>	マクロスフロンティア3	Macross Frontier 3	SANKYO (May-17) 8,400
<b>Q2</b>	アクエリオンEVOL	Aquarion EVOL	SANKYO (Jun-17)
	ゴルゴ13	Golgo 13	SANKYO (Sep-17)
<b>Q4</b>	エヴァンゲリオン 30φモデル	Evangelion "30φ Model"	Bisty (Jan-18)
	新世紀エヴァンゲリオン まごころを、君に2	Evangelion "to You the Sincerity 2"	Bisty (Feb-18) 9,500
	マイケル・ジャクソン	Michael Jackson	SANKYO (Mar-18)
<b>Total</b>			<b>29,431</b>

## Forecast for FY3/2019

連結：百万円	Consolidated: million yen	FY 3/2018	FY 3/2019	YoY
売上高	Net Sales	86,220	90,000	+3,780
パチンコ	Pachinko	67,271	69,300	+2,029
パチスロ	Pachislot	11,172	13,500	+2,328
補給機器	Ball Bearing Supply	7,246	6,700	-546
その他事業	Other Business	530	500	-30
売上原価	Cost of Sales	42,506	43,500	+994
売上総利益	Gross Profit	43,714	46,500	+2,786
販管費	SG & A Expenses	33,533	34,500	+967
営業利益	Operating Income	10,181	12,000	+1,819
パチンコ	Pachinko	14,570	15,800	+1,230
パチスロ	Pachislot	130	1,100	+970
補給機器	Ball Bearing Supply	453	300	-153
その他事業	Other Business	(489)	(400)	+89
消去又は全社	Elimination/Corporate	(4,483)	(4,800)	-317
経常利益	Recurring Income	11,319	13,000	+1,681
特別利益	Extraordinary Gains	2	0	-2
特別損失	Extraordinary Losses	3,266	0	-3,266
当期純利益	Net Income	5,550	9,000	+3,450
EPS: 円	EPS: yen	68.37	110.87	+42.50

連結	Consolidated	FY 3/2018	FY 3/2019	YoY
売上総利益率	Gross Margin	50.7%	51.7%	+1.0pt
営業利益率	Operating Margin	11.8%	13.3%	+1.5pt

販売費及び  
一般管理費SG & A  
Expenses

連結：百万円	Consolidated: million yen	FY 3/2018	FY 3/2019	YoY
販売手数料	Sales Commission	4,308	4,637	+329
広告宣伝費	Advertising Expenses	1,931	1,958	+27
研究開発費	R&D Expenses	17,482	17,580	+98
給与手当	Salaries & Wages	3,058	3,184	+126
その他	Others	6,754	7,141	+387

連結：百万円	Consolidated: million yen	FY 3/2018	FY 3/2019	YoY
設備投資額	Capital Expenditure	2,603	3,192	+589
減価償却費	Depreciation & Amortizati	3,081	3,055	-26

連結	Consolidated	FY 3/2018	FY 3/2019	YoY
従業員数	No. of Employees	1,026	1,023	-3
開発人員数	No. of R&D Staff	316	292	-24

間接販売比率（累計）	Indirect Sales Ratio	FY 3/2018	FY 3/2019	YoY
SANKYO+JB Pachinko		31.2%	31.9%	+0.7pt
SANKYO Pachislot		41.2%	41.5%	+0.3pt



パチンコ機  
関連事業Pachinko  
Machines  
Business

連結：百万円	Consolidated: million yen	FY 3/2018	FY 3/2019	YoY
売上高	Net Sales	67,271	69,300	+2,029
営業利益	Operating Income	14,570	15,800	+1,230
営業利益率	Percentage	21.7%	22.8%	+1.1pt

## 販売台数：台 Machines sales: units

販売台数：台	Machines sales: units	FY 3/2018	FY 3/2019	YoY
パチンコ合計	Pachinko	171,919	205,500	+33,581
SANKYO+JB	SANKYO+JB	108,128	143,500	+35,372
枠付き	Frame	49,005	62,100	+13,095
ゲージ盤	Gauge	59,123	81,400	+22,277
Bisty	Bisty	63,791	62,000	-1,791
枠付き	Frame	53,148	57,000	+3,852
ゲージ盤	Gauge	10,643	5,000	-5,643

## 販売タイトル数 Number of the released titles

販売タイトル数	Number of the released titles	FY 3/2018	FY 3/2019	YoY
パチンコ合計	Pachinko	15	12	-3
SANKYO+JB	SANKYO+JB	11	9	-2
Bisty	Bisty	4	3	-1

パチスロ機  
関連事業Pachislot  
Machines  
Business

連結：百万円	Consolidated: million yen	FY 3/2018	FY 3/2019	YoY
売上高	Net Sales	11,172	13,500	+2,328
営業利益	Operating Income	130	1,100	+970
営業利益率	Percentage	1.2%	8.1%	+7.0pt

## 販売台数：台 Machines sales: units

販売台数：台	Machines sales: units	FY 3/2018	FY 3/2019	YoY
パチスロ合計	Pachislot	29,431	39,000	+9,569
SANKYO	SANKYO	17,996	21,000	+3,004
Bisty	Bisty	11,435	18,000	+6,565

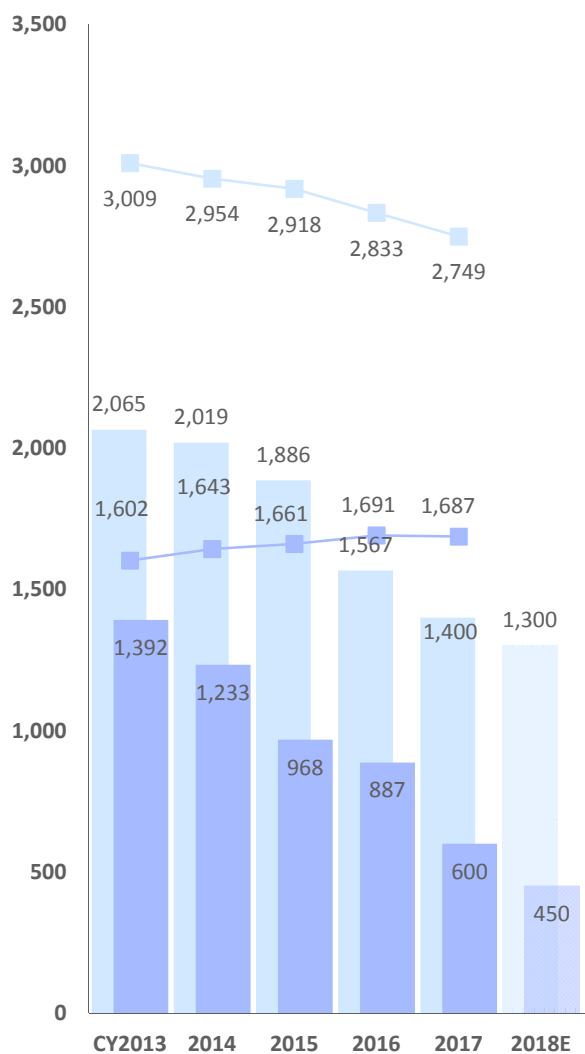
## 販売タイトル数 Number of the released titles

販売タイトル数	Number of the released titles	FY 3/2018	FY 3/2019	YoY
パチスロ合計	Pachislot	6	5	-1
SANKYO	SANKYO	4	3	-1
Bisty	Bisty	2	2	+0

## Return on Equity

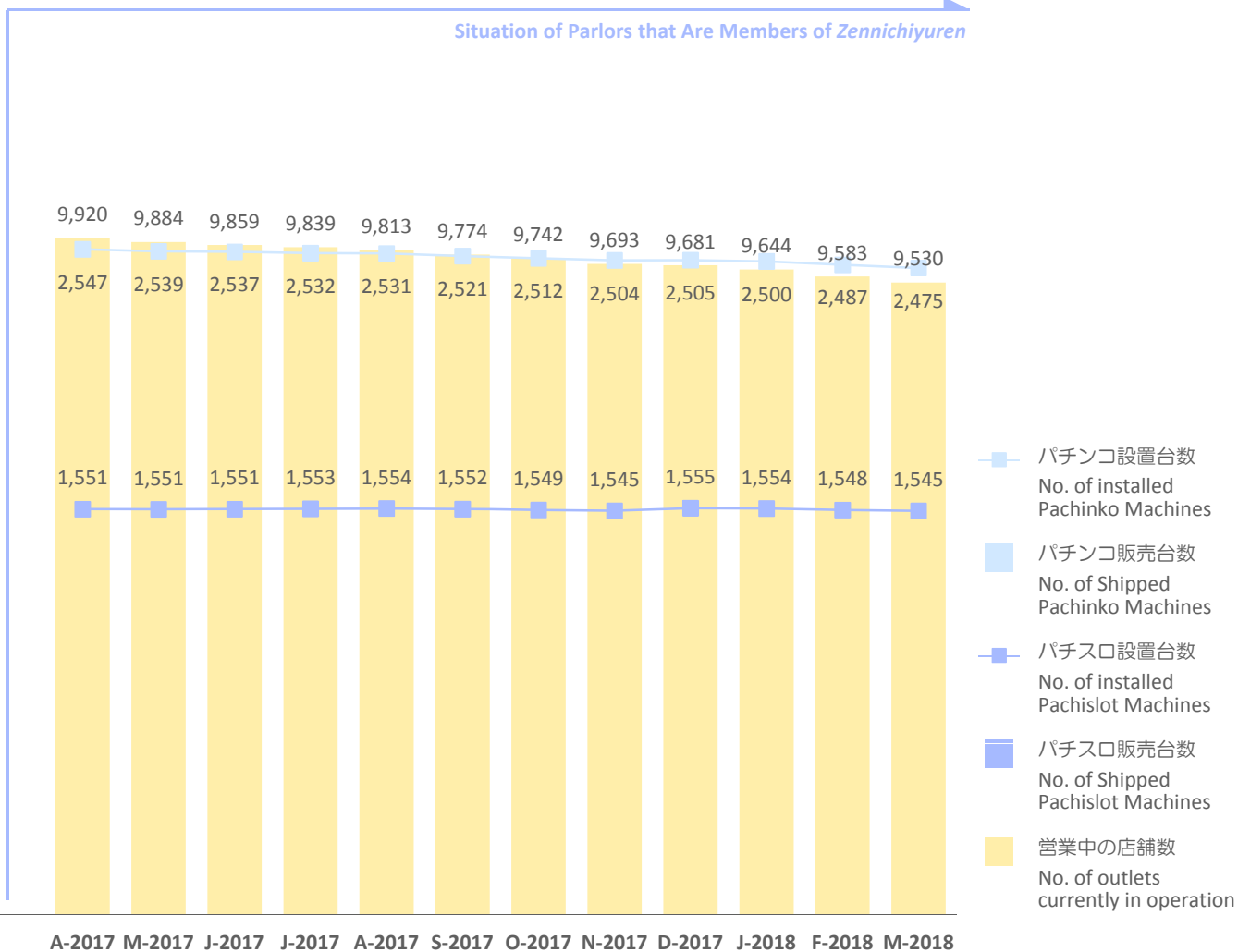
	million yen	3/2012	3/2013	3/2014	3/2015	3/2016	3/2017	3/2018	3/2019E
売上高	Net Sales	173,682	104,150	158,453	146,579	137,130	81,455	86,220	90,000
営業利益	Operating Income	40,315	7,023	28,023	13,233	18,826	5,059	10,181	12,000
経常利益	Recurring Income	44,396	9,488	30,144	14,870	19,965	3,832	11,319	13,000
当期純利益	Net Income	20,182	5,853	22,400	8,728	10,485	1,777	5,550	9,000
総資産	Total Assets	495,988	464,259	451,149	434,648	414,183	390,585	396,291	
純資産	Total Net Assets	418,303	402,918	413,096	371,670	348,941	340,287	337,242	
年間配当金 (円)	DPS (Yen)	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00
ROE	Return on Equity	4.8%	1.4%	5.5%	2.2%	2.9%	0.5%	1.6%	
ROE 5期平均	Average ROE of five consecutive fiscal years	8.4%	6.2%	5.8%	4.5%	3.4%	2.5%	2.6%	
当期純利益率	Net Income Ratio	11.6%	5.6%	14.1%	6.0%	7.6%	2.2%	6.4%	
総資産回転率	Total Asset Turnover	0.35	0.22	0.35	0.33	0.32	0.20	0.22	
財務レバレッジ	Financial Leverage	1.18	1.17	1.12	1.13	1.18	1.17	1.16	

thou. units



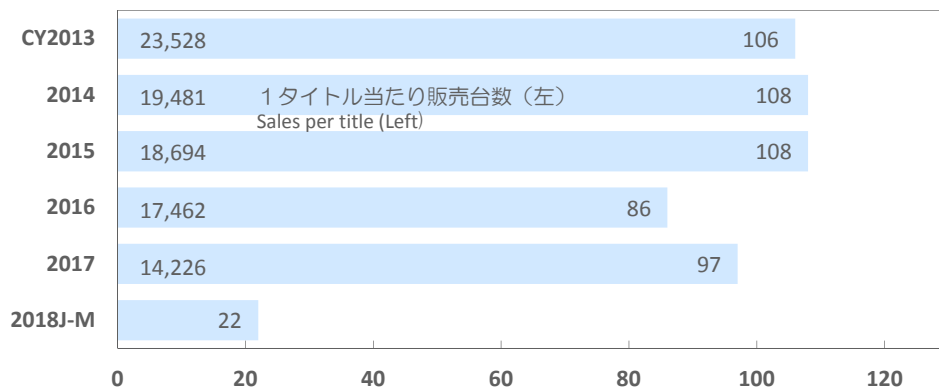
全日遊連加盟パラーの状況

Situation of Parlors that Are Members of Zennichiyuren

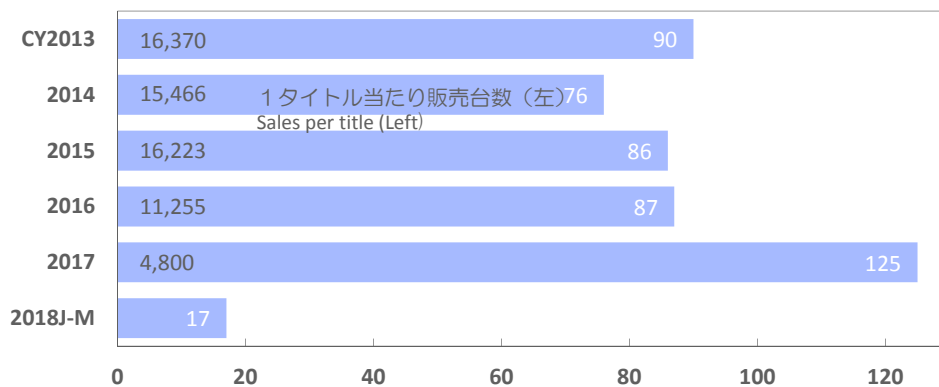


## 販売タイトル数推移（全メーカー） Number of Titles Sold (All Manufacturers)

### パチンコ機 Pachinko Machines



### パチスロ機 Pachislot Machines



## 型式試験適合状況 Compliance with Format Inspection

### パチンコ機 Pachinko Machines

		2013	2014	2015	2016	2017	2018J-M
受付	Applicant	503	613	731	864	875	116
適合	Pass	412	505	519	396	361	88
不適合	Fail	71	97	172	458	463	78
SANKYO+JB		28	40	38	39	34	10
Bisty		10	10	8	8	6	1
SANKYO Group Total		38	50	46	47	40	11

アレンジ、じゃん球を含む  
including Arrange Ball, Jong-Kyu

### パチスロ機 Pachislot Machines

		2013	2014	2015	2016	2017	2018J-M
受付	Applicant	629	526	650	736	913	74
適合	Pass	251	203	250	300	326	72
不適合	Fail	391	342	328	444	494	90
SANKYO		9	9	21	7	15	4
Bisty		14	0	11	8	3	0
SANKYO Group Total		23	9	32	15	18	4

パロットを含む  
including Palot

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