

証券コード 6417

# 2017年3月期 第3四半期 決算説明会

平成29年2月6日

**Presentation on Business Results  
for the First Nine Months of FY 3/2017**  
(April 1, 2016 to December 31, 2016)

**Kimihisa Tsutsui**  
President & Chief Operating Officer

February 6, 2017 at Bellesalle Yaesu

1<sup>st</sup> Sec. of the TSE #6417  
Current Price: ¥ 3,740 (February 2, 2017)  
Shares Outstanding: 89.5 million  
Market Cap: ¥ 335,095 million

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株式会社SANKYO

代表取締役社長 筒井公久



Good luck. Good life.

**SANKYO**

# 2017年3月期 第3四半期 総括

Overview of the First Nine Months of FY 3/2017

売上高  
Net Sales

**67,732** million yen  
YoY -31.9%

営業利益  
Operating Income

**6,201** million yen  
YoY -52.6%

「検定機と性能が異なる可能性のあるぱちんこ遊技機」の回収・撤去対応等で需要は盛り上がりず

「エヴァンゲリオン いま、目覚めの時」販売

Demand did not take off in view of collection and removal of “pachinko machines whose performance may differ from that of the models submitted for format inspection”

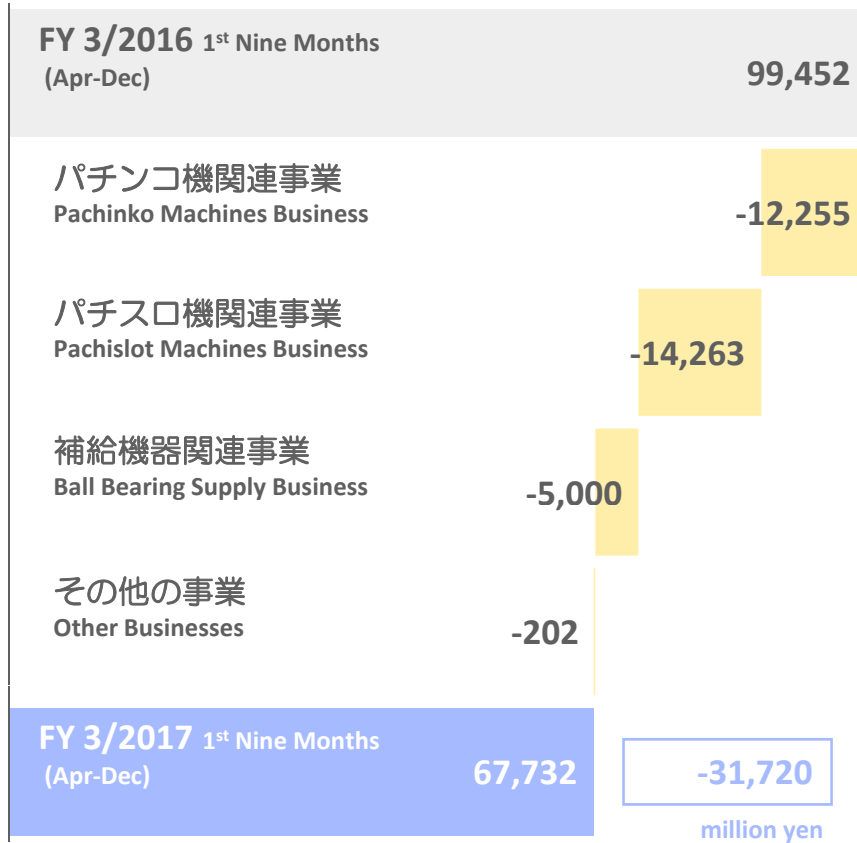
Introduction of *Evangelion -Time to Rise*, a pachinko title

million yen	FY 3/2016 9 Months	FY 3/2017 9 Months	YoY	
売上高 Net Sales	99,452 100.0%	67,732 100.0%	-31,720	-31.9%
売上原価 Cost of Sales	54,745 55.0%	31,277 46.2%	-23,468 -8.9pt	-42.9%
売上総利益 Gross Profit	44,707 45.0%	36,455 53.8%	-8,252 +8.9pt	-18.5%
販管費 SG & A Expenses	31,629 31.8%	30,253 44.7%	-1,376 +12.9pt	-4.4%
営業利益 Operating Income	13,077 13.1%	6,201 9.2%	-6,876 -4.0pt	-52.6%
経常利益 Recurring Income	14,372 14.5%	5,742 8.5%	-8,630 -6.0pt	-60.0%
四半期純利益 Net Income attributable to owners of parent	9,905 10.0%	3,417 5.0%	-6,488 -4.9pt	-65.5%

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## 連結売上高

## Net Sales



million yen	FY 3/2016 9 Months	FY 3/2017 9 Months	YoY
売上高 Net Sales	99,452	67,732	-31,720
パチンコ機関連事業 Pachinko Machines Business	66,123	53,868	-12,255
パチスロ機関連事業 Pachislot Machines Business	22,110	7,847	-14,263
補給機器関連事業 Ball Bearing Supply Business	10,647	5,647	-5,000
その他の事業 Other Businesses	571	369	-202

FY 3/2016 1 <sup>st</sup> Nine Months (Apr-Dec)	66,123
SANKYO+JBパチンコ機の数量減少 Sales volume of SANKYO-brand and JB-brand pachinko machines decreases.	-20,297
SANKYO+JBパチンコ機の価格上昇 Unit price of SANKYO-brand and JB-brand pachinko machines increases.	+2,856
Blstyパチンコ機の数量増加 Sales volume of Blsty-brand pachinko machines increases.	+7,450
Blstyパチンコ機の価格下落 Unit price of Blsty-brand pachinko machines decreases.	-843
その他 Other factors	-1,420
<b>FY 3/2017 1<sup>st</sup> Nine Months (Apr-Dec)</b>	<b>53,868</b>
	<b>-12,255</b>
	million yen

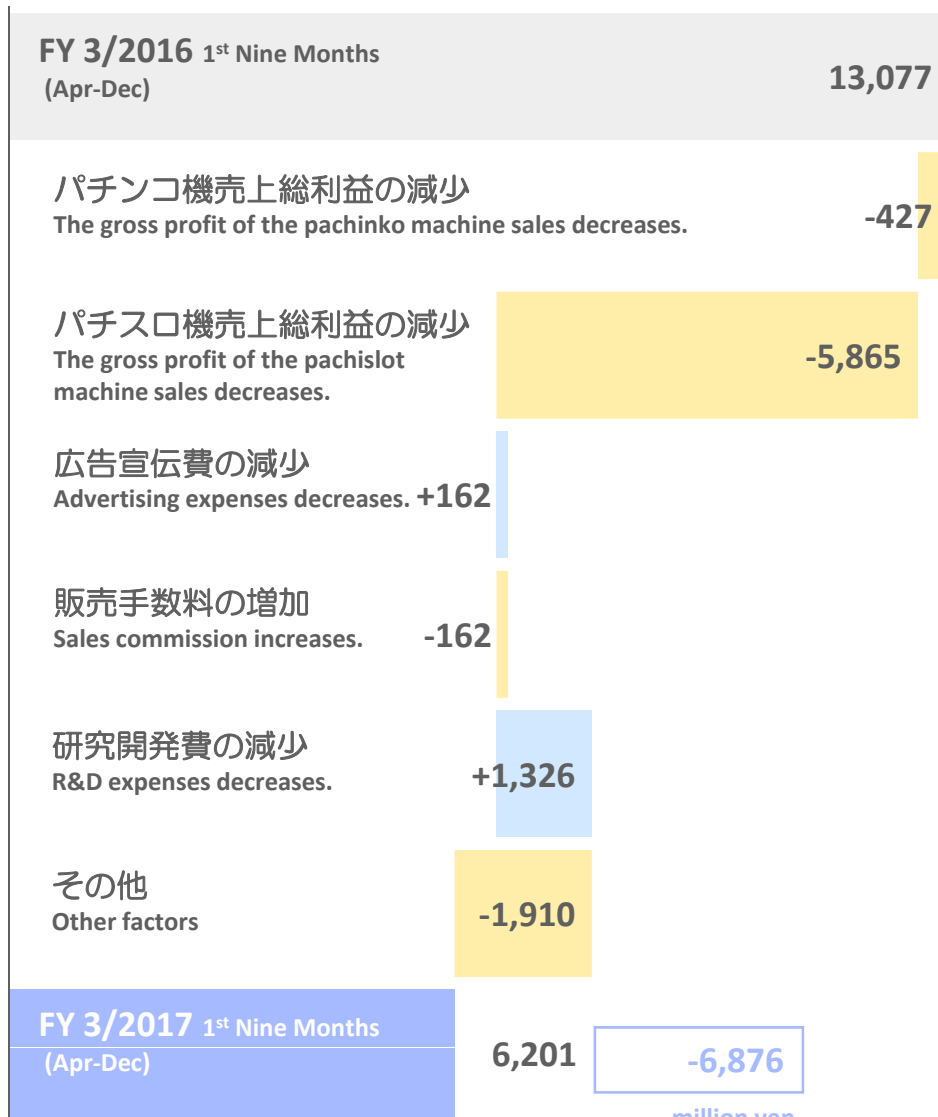
million yen	FY 3/2016 9 Months	FY 3/2017 9 Months	YoY
売上高 Net Sales	66,123	53,868	-12,255
営業利益 Operating Income	12,203 18.5%	11,841 22.0%	-362
販売台数 Unit Sales of Pachinko Machines	205,386	153,731	-51,655
SANKYO+JB	133,004	59,221	-73,783
Frame	70,011	26,544	-43,467
Gauge	62,993	32,677	-30,316
Blsty	72,382	94,510	+22,128
Frame	54,164	52,824	-1,340
Gauge	18,218	41,686	+23,468

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## パチスロ機関連事業

## Pachislot Machines Business

FY 3/2016 1 <sup>st</sup> Nine Months (Apr-Dec)	22,110	million yen	FY 3/2016 9 Months	FY 3/2017 9 Months	YoY	
SANKYOパチスロ機の数量減少 Sales volume of SANKYO-brand pachislot machines decreases.	-3,154		22,110	7,847	-14,263	
SANKYOパチスロ機の価格上昇 Unit price of SANKYO-brand pachislot machines increases.	+637		4,715	(1,534)	-6,249	
Blstyパチスロ機の数量減少 Sales volume of Blsty-brand pachislot machines decreases.	-11,638		21.3%	(19.5%)		
Blstyパチスロ機の価格上昇 Unit price of Blsty-brand pachislot machines increases.	+4		販売台数 Unit Sales of Pachislot Machines	67,747	17,767	-49,980
その他 Other factors	-111		SANKYO	25,749	17,409	-8,340
			Bisty	41,998	358	-41,640
FY 3/2017 1 <sup>st</sup> Nine Month (Apr-Dec)	7,847	-14,263				
		million yen				



million yen

million yen	FY 3/2016 9 Months	FY 3/2017 9 Months	YoY
売上高 Net Sales	99,452	67,732	-31,720
売上原価 Cost of Sales	54,745	31,277	-23,468
売上総利益 Gross Profit	44,707	36,455	-8,252
販管費 SG & A Expenses	31,629	30,253	-1,376
広告宣伝費 Advertising Expenses	1,786	1,624	-162
販売手数料 Sales Commission	4,995	5,157	+162
研究開発費 R&D Expenses	16,322	14,996	-1,326
営業利益 Operating Income	13,077	6,201	-6,876



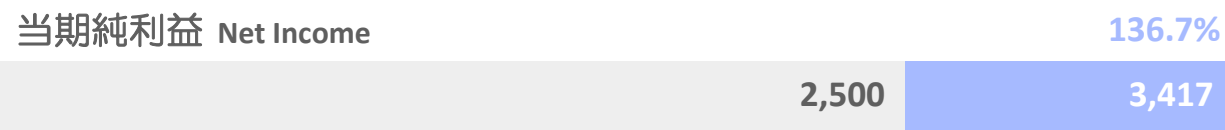
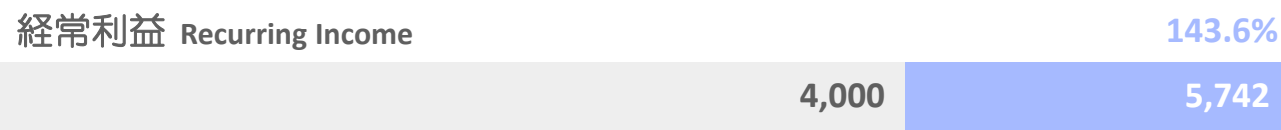
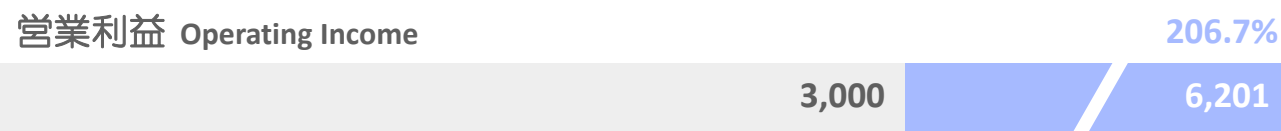
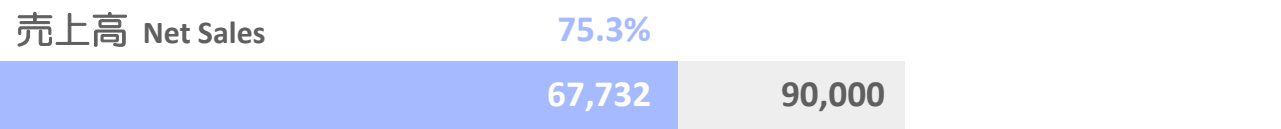
million yen	As of 31-Mar-16	As of 31-Dec-16	Change	
当座資産 Quick assets	303,748	313,618	+9,870	国債の償還、1年基準により国債を投資有価証券から移動 Redemption of Japanese Government Bonds (JGBs) and transfer of JGBs whose redemption is due within a year from investment securities
流動資産 Total current assets	316,307	329,929	+13,622	
投資有価証券 Investment securities	46,131	22,330	-23,801	1年基準により国債を当座資産に移動 Transfer of JGBs whose redemption is due within a year to current assets
固定資産 Total fixed assets	97,876	72,830	-25,046	
資産合計 Total assets	414,183	402,759	-11,424	
流動負債 Total current liabilities	37,058	32,656	-4,402	
新株予約権付社債 Bonds with subscription rights to shares	20,086	20,071	-15	
固定負債 Total long-term liabilities	28,183	28,347	+164	
負債合計 Total liabilities	65,241	61,004	-4,237	
純資産合計 Total net assets	348,941	341,755	-7,186	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
負債純資産合計 Total liabilities and total net assets	414,183	402,759	-11,424	

## 販売予定タイトル

## Number of Pachinko/Pachislot Titles to be Released

	Q1 Apr-Jun	Q2 Jul-Sep	Q3 Oct-Dec	Q4 Jan-Mar
Pachinko リユースを除く Excluding Reused Models  12→11 titles	<b>JOY BRIDE</b> パトラッシュ J <i>Patrush J</i>	<b>SANKYO</b> フィーバー a-nation <i>Fever a-nation</i>	<b>SANKYO</b> フィーバーバニー&バニー <i>Fever Bunny &amp; Bunny</i>	<b>JOY BRIDE</b> フィーバークイーン II <i>Fever Queen II</i>
	<b>SANKYO</b> フィーバー夢福神 <i>Fever Yume-fukujin</i>	<b>Bisty</b> 鉄拳 2 闘神ver. <i>TEKKEN 2 Toushin ver.</i>	<b>SANKYO</b> フィーバータイガーマスク3 <i>Fever Tigermask 3</i>	<b>SANKYO</b> フィーバー倅田來未 5 <i>Fever KODA KUMI 5</i>
	<b>JOY BRIDE</b> サンダードラゴン <i>Thunder Dragon</i>	<b>SANKYO</b> フィーバーアクエリオンEVOL <i>Fever Aquarion EVOL</i>	<b>Bisty</b> エヴァンゲリオン 11 <i>Evangelion 11 "Time to Rise"</i>	<b>SANKYO</b> フィーバーサムライブレード <i>Fever Samurai Blade</i>
Reused Models パチンコリユース	<b>SANKYO</b> トータル・イクリプス <i>Total Eclipse</i>	<b>SANKYO</b> ちょいパチ アクエリオンEVOL <i>Choi-pachi Aquarion EVOL</i>	<b>Bisty</b> ちょいパチ エヴァンゲリオン 10 <i>Choi-pachi Evangelion X</i>	<b>SANKYO</b> フィーバー a-nation Y <i>Fever a-nation Y</i>
		<b>SANKYO</b> フィーバー機動戦士ガンダム3Y <i>Fever Mobile Suit GUNDAM 3Y</i>	<b>SANKYO</b> 涼宮ハルヒの憂鬱 <i>The Melancholy of Haruhi Suzumiya</i>	<b>JOY BRIDE</b> パトラッシュ J Blue <i>Patrush J Blue</i>
		<b>Bisty</b> エヴァンゲリオン 9 Z <i>Evangelion 9 Z</i>		<b>Bisty</b> 鉄拳 2 Y <i>TEKKEN 2 Y</i>
		<b>Bisty</b> エヴァンゲリオン 10 R <i>Evangelion X R</i>		<b>Bisty</b> エヴァンゲリオン 勝利への願い <i>Evangelion "Wish of Victory"</i>
Pachislot  6 titles		<b>SANKYO</b> 戦姫絶唱シンフォギア <i>Symphogear</i>		<b>SANKYO</b> みんなで楽シーサー <i>Minna de Tanoshisa</i>
				<b>Bisty</b> 機動戦士Zガンダム <i>Mobile Suit Zeta Gundam</i>

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.



Q4のパチンコ市場は  
厳しい見通し

パチスロはQ4に3タイトルを  
投入

販管費は修正計画線上で推移

The pachinko machine market in Q4 is  
expected to be tough.

3 pachislot titles to be introduced in Q4

SG & A expenses have been in  
accordance with the revised plan.

# 市場の見通し と当社の取り組み

Market Forecasts and SANKYO's Initiatives



Good luck. Good life.

**SANKYO**

## ちょっとした時間を遊ぶ Play for a short period of time

パチンコ・パチスロ遊技の原点は、身近で手軽な大衆娯楽。

パチンコ・パチスロを「適度に楽しむ遊び」として、短時間およびポケットマネーの範囲で楽しんでもらう方向へ。

The hallmark of pachinko and pachislot is popular entertainment that is enjoyable in your neighborhood at ease.

Position pachinko and pachislot as “games that should not be played excessively” and make them enjoyable in a short playing time and with spending within one’s budget for leisure activities

## のめり込み対策 Measures to discourage players from becoming overly immersed in playing pachinko and pachislot

I R推進法施行を受けて、政府によるギャンブル依存症対策への取り組みがスタート。

パチンコ・パチスロ産業は、業界一丸となって現行「のめり込み対策」のさらなる推進を行う。

The Japanese government began initiatives to combat gambling addiction following the enforcement of a law to promote integrated resorts

The pachinko and pachislot industry will continue industry-wide efforts to further promote implementation of the current measures to discourage players from becoming overly immersed in playing pachinko and pachislot

## ちょいパチ Choi-Pachi

大当たり確率が1/40以上で大当たりを手軽に楽しめ、安価で遊べるようにしたビギナー向けマシン。

幅広いユーザーにパチンコを楽しんでもらうことが狙い。業界全体で普及活動を推進中。

Machines for beginners with jackpot probability of 1/40 or higher so that players have greater chances to win a jackpot and can play without spending too much

The objective is to enable a wide range of players to enjoy playing pachinko. An industry-wide campaign to promote pachinko is underway.

## 5.9号機 #5.9 Models

2017年10月1日以降の新台納品分から義務付けられる自主規制に対応したパチスロ機。

押し順ナビゲートなどが発生する有利区間を設けること等により出玉の総量を抑制。

Pachislot machines compliant with voluntary regulations that are applicable for new machines to be delivered from October 1, 2017 onward

The total quantity of payout is controlled by setting advantageous conditions where navigation for the order of pressing stop buttons is provided and other means.

総販売台数

Total number of units sold

YoY  
about **-15%**

販売単価

Unit price

上昇傾向

Upward trend

400,000円超が散見。  
Some exceed 400,000 yen.

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

5万台以上販売は7タイトル（1月～12月）。  
低貸玉営業の広がりに伴い遊技機のバラエティ設置が進む。

7 titles sold 50,000 units or more. (January to December)

In line with the spread of the offering of rental balls for pachinko at low prices, an ever-greater variety of machines are being installed at parlors.

## 2016年新基準機が定着 Machines compliant with 2016 new standards took root.

2016年12月末で「検定機と性能が異なる可能性のあるぱちんこ遊技機」の回収・撤去は完了。

Collection and removal of “pachinko machines whose performance may differ from that of the models submitted for format inspection” were completed by the end of December 2016.

## 総販売台数の減少

Decrease in the total number of units sold

## 多品種対応

Initiatives to sell a wide variety of machines

## 開発競争に伴う高コスト化

Cost increase due to development competition

開発ラインナップの充実

開発期間の短縮

ハイエンド／エントリーモデルにメリハリ

オリジナルコンテンツ

コスト管理

Enriched development line-up

Shorter development time

Clear distinction between high-end models and entry models

Original content

Cost management

総販売台数

Total number of units sold

YoY  
about **-27%**

販売単価

Unit price

上昇傾向

Upward trend

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9タイトル（1月～12月）。  
低貸玉営業の広がりに伴い遊技機のバラエティ設置が進む。

9 titles sold 20,000 units or more. (January to December)

In line with the spread of the offering of rental coins for pachislot at low prices, an ever-greater variety of machines are being installed at parlors.

## 旧基準機からの入替ペースは鈍い The pace of replacement of machines compliant with the former standards is slow.

検定の有効期間が残る旧基準機が人気、5.5号機の人気は今ひとつ。

Machines compliant with the former standards whose certification of inspection is still valid are popular. Popularity of #5.5 models is limited.



## 総販売台数の減少

Decrease in the total number of units sold

## 5.9号機への入替

Replacement by #5.9 models

## 多品種対応

Initiatives to sell a wide variety of machines

開発ラインナップの充実

開発期間の短縮

コスト管理

5.5号機「涼宮ハルヒの憂鬱」追加販売

Enriched development line-up

Shorter development time

Cost management

Additional release of *The Melancholy of Haruhi Suzumiya*, a #5.5 model

# 付属資料

Appendix

## Business Results for the First Nine Months of FY 3/2017

連結：百万円	Consolidated: million yen	FY 3/2016 9 Months	FY 3/2017 9 Months	YoY	Forecast (8-Nov)	FY 3/2016 Q1	Q2	Q3	Q4	FY 3/2017 Q1	Q2	Q3
売上高	Net Sales	99,452	67,732	-31,720	90,000	35,947	38,701	24,804	37,678	9,371	22,450	35,911
パチンコ	Pachinko	66,123	53,868	-12,255	67,300	20,762	32,615	12,746	32,150	5,619	18,220	30,029
パチスロ	Pachislot	22,110	7,847	-14,263	15,000	11,504	3,428	7,178	3,897	2,111	2,926	2,810
補給機器	Ball Bearing Supply	10,647	5,647	-5,000	7,200	3,486	2,501	4,660	1,512	1,517	1,190	2,940
その他事業	Other Business	571	369	-202	500	194	155	222	118	124	113	132
売上原価	Cost of Sales	54,745	31,277	-23,468	45,500	20,422	20,427	13,896	20,893	4,568	10,053	16,656
売上総利益	Gross Profit	44,707	36,455	-8,252	44,500	15,524	18,274	10,909	16,785	4,803	12,397	19,255
販管費	SG & A Expenses	31,629	30,253	-1,376	41,500	9,754	12,666	9,209	11,036	7,466	11,419	11,368
営業利益	Operating Income	13,077	6,201	-6,876	3,000	5,770	5,607	1,700	5,749	(2,662)	978	7,885
パチンコ	Pachinko	12,203	11,841	-362	9,500	3,650	7,215	1,338	6,850	(1,505)	3,510	9,836
パチスロ	Pachislot	4,715	(1,534)	-6,249	(1,200)	3,251	64	1,400	149	19	(672)	(881)
補給機器	Ball Bearing Supply	336	262	-74	300	84	59	193	30	29	3	230
その他事業	Other Business	(459)	(525)	-66	(500)	(177)	(145)	(137)	(247)	(193)	(159)	(173)
消去又は全社	Elimination/Corporate	(3,718)	(3,841)	-123	(5,100)	(1,038)	(1,586)	(1,094)	(1,034)	(1,013)	(1,703)	(1,125)
経常利益	Recurring Income	14,372	5,742	-8,630	4,000	6,202	6,041	2,129	5,593	(2,494)	737	7,499
特別利益	Extraordinary Gains	0	8	+8	8	0	0	0	0	0	8	0
特別損失	Extraordinary Losses	92	66	-26	26	7	1	84	3,291	15	11	40
当期純利益	Net Income	9,905	3,417	-6,488	2,500	4,282	4,222	1,401	580	(1,910)	307	5,020
EPS: 円	EPS: yen				30.86							

## 販売台数：台 Machines sales: units

パチンコ	Pachinko	205,386	153,731	-51,655	195,000	65,932	87,863	51,591	90,960	15,309	62,379	76,043
SANKYO+JB	SANKYO+JB	133,004	59,221	-73,783	91,000	59,205	30,548	43,251	74,078	14,252	27,310	17,659
Bisty	Bisty	72,382	94,510	+22,128	104,000	6,727	57,315	8,340	16,882	1,057	35,069	58,384
パチスロ	Pachislot	67,747	17,767	-49,980	39,000	35,771	8,981	22,995	12,378	4,831	6,714	6,222
SANKYO	SANKYO	25,749	17,409	-8,340	24,000	11,177	6,973	7,599	0	4,831	6,714	5,864
Bisty	Bisty	41,998	358	-41,640	15,000	24,594	2,008	15,396	12,378	0	0	358

## Pachinko Machines Business

連結：百万円	Consolidated: million yen	FY 3/2016 9 Months	FY 3/2017 9 Months	YoY	Forecast (8-Nov)	FY 3/2016 Q1	Q2	Q3	Q4	FY 3/2017 Q1	Q2	Q3
売上高	Net Sales	66,123	53,868	-12,255	67,300	20,762	32,615	12,746	32,150	5,619	18,220	30,029
営業利益	Operating Income	12,203	11,841	-362	9,500	3,650	7,215	1,338	6,850	(1,505)	3,510	9,836
営業利益率	Percentage	18.5%	22.0%	+3.5pt	14.1%	17.6%	22.1%	10.5%	21.3%	(26.8%)	19.3%	32.8%

## 販売台数：台 Machines sales: units

		FY 3/2016	FY 3/2017	YoY	Forecast (8-Nov)	FY 3/2016 Q1	Q2	Q3	Q4	FY 3/2017 Q1	Q2	Q3
パチンコ合計	Pachinko	205,386	153,731	-51,655	195,000	65,932	87,863	51,591	90,960	15,309	62,379	76,043
SANKYO+JB	SANKYO+JB	133,004	59,221	-73,783	91,000	59,205	30,548	43,251	74,078	14,252	27,310	17,659
枠付き	Frame	70,011	26,544	-43,467	45,026	36,899	17,574	15,538	55,257	6,077	12,299	8,168
ゲージ盤	Gauge	62,993	32,677	-30,316	45,974	22,306	12,974	27,713	18,821	8,175	15,011	9,491
Bisty	Bisty	72,382	94,510	+22,128	104,000	6,727	57,315	8,340	16,882	1,057	35,069	58,384
枠付き	Frame	54,164	52,824	-1,340	61,477	4,355	48,794	1,015	10,466	951	11,696	40,177
ゲージ盤	Gauge	18,218	41,686	+23,468	42,523	2,372	8,521	7,325	6,416	106	23,373	18,207

	Series name		No. of models	Sales: units
FY 3/2017	パトラッシュJ RED	Patrush J RED	JB (Apr-16)	1 6,700
Q1	フィーバー夢福神	Fever Yumefukujin	SANKYO (May-16)	2 5,400
	サンダードラゴン	Thunder Dragon	JB (May-16)	2 --
Q2	パトラッシュJ GREEN	Patrush J GREEN	JB (Jul-16)	1 --
	フィーバーアクエリオン EVOL Y	Fever Aquarion EVOL Y	SANKYO (Jul-16)	1 5,500
	ちょいパチアクエリオン EVOL 39	Choipachi Aquarion EVOL 39	SANKYO (Jul-16)	1 --
	フィーバー a-nation	Fever a-nation	SANKYO (Jul-16)	1 15,500
	鉄拳2 闘神ver.	TEKKEN 2 Toushin ver.	Bisty (Aug-16)	1 15,500
	フィーバー機動戦士ガンダム3 Y	Fever Mobile Suit Gundam 3 Y	SANKYO (Sep-16)	1 --
	フィーバー a-nation G	Fever a-nation G	SANKYO (Sep-16)	1 --
	エヴァンゲリオン9 Z	Evangelion 9 Z	Bisty (Sep-16)	1 8,200
	エヴァンゲリオンX R	Evangelion X R	Bisty (Sep-16)	1 12,600
Q3	フィーバーバニー&バニー	Fever Bunny & Bunny	SANKYO (Oct-16)	2 --
	フィーバータイガーマスク3	Fever Tiger Mask 3	SANKYO (Nov-16)	1 15,900
	ちょいパチエヴァンゲリオンX	Choipachi Evangelion X	Bisty (Nov-16)	1 --
	エヴァンゲリオン11 いま、目覚めの時	Evangelion 11 Time to Rise	Bisty (Dec-16)	1 57,600
Total				153,731

## Pachislot Machines Business

連結：百万円	Consolidated: million yen	FY 3/2016 9 Months	FY 3/2017 9 Months	YoY	Forecast (8-Nov)	FY 3/2016 Q1	Q2	Q3	Q4	FY 3/2017 Q1	Q2	Q3
売上高	Net Sales	22,110	7,847	-14,263	15,000	11,504	3,428	7,178	3,897	2,111	2,926	2,810
営業利益	Operating Income	4,715	(1,534)	-6,249	(1,200)	3,251	64	1,400	149	19	(672)	(881)
営業利益率	Percentage	21.3%	(19.5%)	-40.9pt	(8.0%)	28.3%	1.9%	19.5%	3.8%	0.9%	(23.0%)	(31.4%)

## 販売台数：台 Machines sales: units

パチスロ合計	Pachislot	67,747	17,767	-49,980	39,000	35,771	8,981	22,995	12,378	4,831	6,714	6,222
SANKYO	SANKYO	25,749	17,409	-8,340	24,000	11,177	6,973	7,599	0	4,831	6,714	5,864
Bisty	Bisty	41,998	358	-41,640	15,000	24,594	2,008	15,396	12,378	0	0	358

	Series name		Sales: units		
FY 3/2017	トータル・イクリプス	Total Eclipse	SANKYO	(Apr-16)	--
Q2	戦姫絶唱シンフォギア	Symphogear	SANKYO	(Aug-16)	6,600
Q3	涼宮ハルヒの憂鬱	The Melancholy of Haruhi Suzumiya	SANKYO	(Dec-16)	5,800
Q4	エヴァンゲリオン 勝利への願い	Evangelion "Wish of Victory"	Bisty	(Feb-17)	
	みんなで楽シーサー	Minna de Tanoshisa	SANKYO	(Mar-17)	
	機動戦士Zガンダム	Mobile Suit Zeta Gundam	Bisty	(Mar-17)	
					<b>Total</b> <b>17,767</b>

## 売上総利益率／営業利益率

## GP Margin/OP Margin

連結	Consolidated	FY3/2016 9 Months	FY3/2017 9 Months	YoY	Forecast (8-Nov)	FY3/2016 Q1	Q2	Q3	Q4	FY3/2017 Q1	Q2	Q3
売上総利益率	GP Margin	45.0%	53.8%	+8.9pt	49.4%	43.2%	47.2%	44.0%	44.5%	51.3%	55.2%	53.6%
営業利益率	OP Margin	13.1%	9.2%	-4.0pt	3.3%	16.1%	14.5%	6.9%	15.3%	(28.4%)	4.4%	22.0%

販売費及び一般管理費  
SG & A Expenses

連結：百万円	Consolidated: million yen	FY3/2016 9 Months	FY3/2017 9 Months	YoY	Forecast (8-Nov)	FY3/2016 Q1	Q2	Q3	Q4	FY3/2017 Q1	Q2	Q3
販売手数料	Sales Commission	4,995	5,157	+162	5,891	856	3,631	508	1,168	236	1,282	3,639
広告宣伝費	Advertising Expenses	1,786	1,624	-162	2,545	375	724	687	1,668	433	764	427
研究開発費	R&D Expenses	16,322	14,996	-1,326	21,173	5,662	5,336	5,324	5,637	3,933	6,397	4,666
給与手当	Salaries & Wages	2,623	2,500	-123	3,416	734	685	1,204	741	666	692	1,142
その他	Others	5,903	5,976	+73	8,475	2,127	2,290	1,486	1,822	2,198	2,284	1,494

連結：百万円	Consolidated: million yen	FY3/2016 9 Months	FY3/2017 9 Months	YoY	Forecast (8-Nov)	FY3/2016 Q1	Q2	Q3	Q4	FY3/2017 Q1	Q2	Q3
設備投資額	Capital Expenditure	3,862	2,623	-1,239	5,497	1,110	1,026	1,726	873	791	1,212	620
減価償却費	Depreciation & Amortizati	3,424	2,740	-684	4,981	927	1,142	1,355	1,509	710	934	1,096

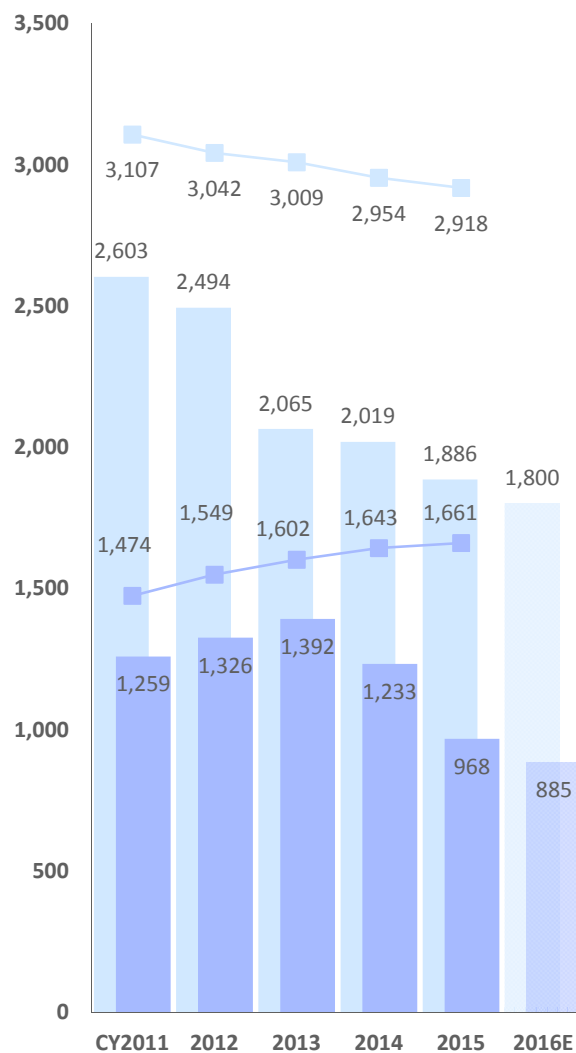
連結	Consolidated	FY3/2016 9 Months	FY3/2017 9 Months	YoY	Forecast (8-Nov)	FY3/2016 Q1	Q2	Q3	Q4	FY3/2017 Q1	Q2	Q3
従業員数	No. of Employees	1,092	1,079	-13	1,114	1,087	1,093	1,092	1,084	1,093	1,081	1,079
開発人員数	No. of R&D Staff	332	329	-3	337	331	332	332	331	334	331	329

間接販売比率（累計）	Indirect Sales Ratio	FY3/2016 9 Months	FY3/2017 9 Months	YoY	Forecast (8-Nov)	FY3/2016 Q1	Q2	Q3	Q4	FY3/2017 Q1	Q2	Q3
SANKYO+JB Pachinko		34.6%	34.5%	-0.1pt	34.1%	34.5%	34.6%	34.6%	34.7%	32.0%	32.8%	34.5%
SANKYO Pachislot		43.2%	43.1%	-0.1pt	42.6%	46.0%	44.0%	43.2%	43.2%	44.9%	43.5%	43.1%

## Return on Equity

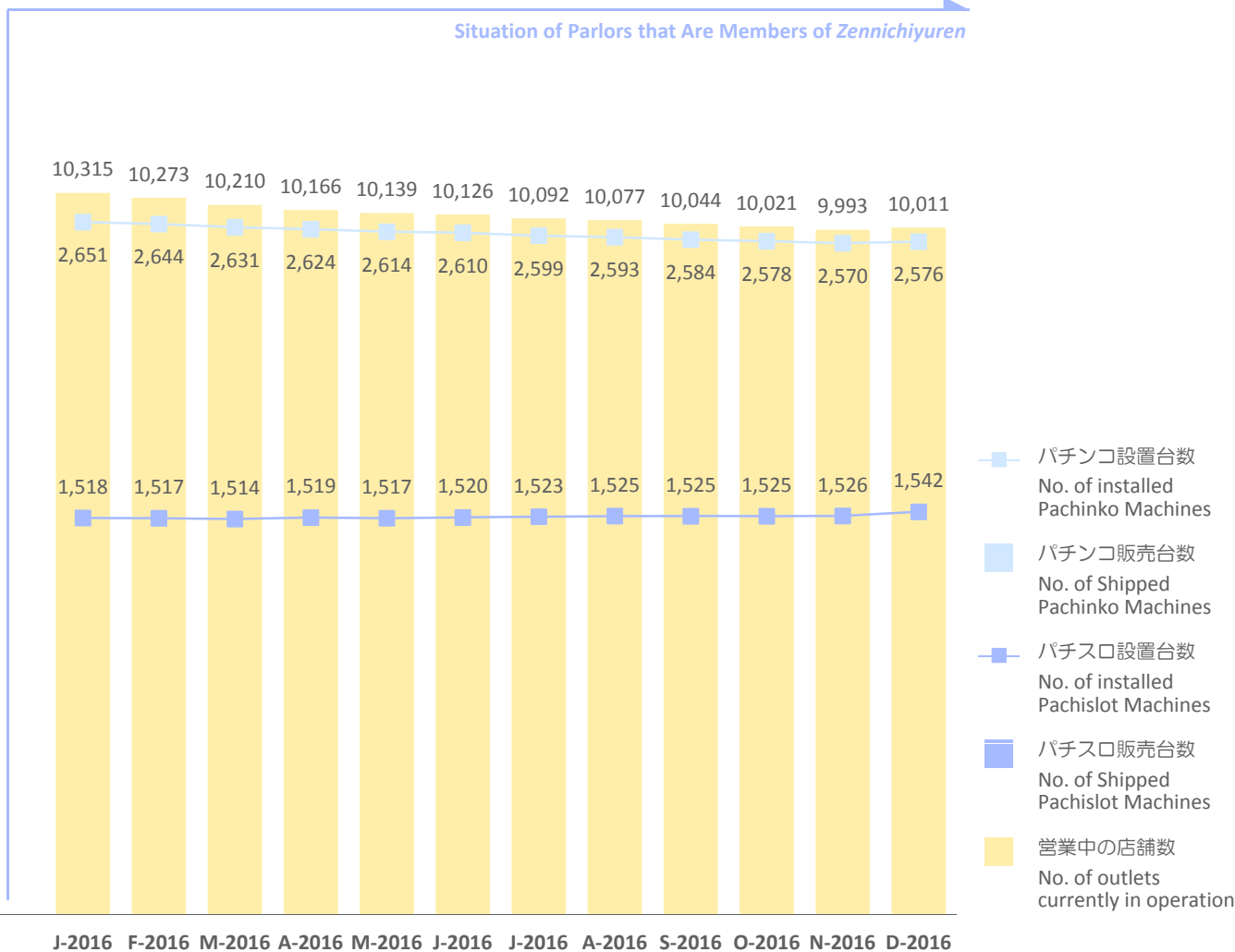
	million yen	FY3/2010	3/2011	3/2012	3/2013	3/2014	3/2015	3/2016	3/2017E
売上高	Net Sales	222,673	201,606	173,682	104,150	158,453	146,579	137,130	90,000
営業利益	Operating Income	55,776	51,923	40,315	7,023	28,023	13,233	18,826	3,000
経常利益	Recurring Income	59,366	55,909	44,396	9,488	30,144	14,870	19,965	4,000
当期純利益	Net Income	36,198	34,733	20,182	5,853	22,400	8,728	10,485	2,500
総資産	Total Assets	461,358	488,636	495,988	464,259	451,149	434,648	414,183	
純資産	Total Net Assets	408,024	419,658	418,303	402,918	413,096	371,670	348,941	
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	9.1%	8.4%	4.8%	1.4%	5.5%	2.2%	2.9%	
ROE 5期平均	Average ROE of five consecutive fiscal years	10.8%	9.5%	8.4%	6.2%	5.8%	4.5%	3.4%	
当期純利益率	Net Income Ratio	16.3%	17.2%	11.6%	5.6%	14.1%	6.0%	7.6%	
総資産回転率	Total Asset Turnover	0.47	0.42	0.35	0.22	0.35	0.33	0.32	
財務レバレッジ	Financial Leverage	1.20	1.15	1.18	1.17	1.12	1.13	1.18	

thou. units



全日遊連加盟パラーの状況

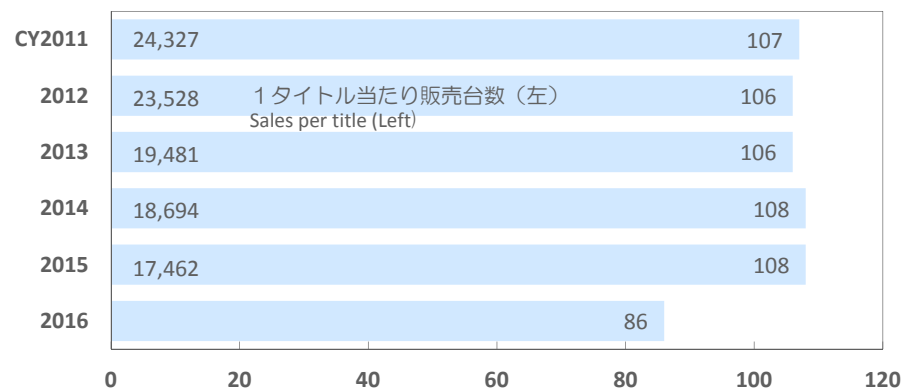
Situation of Parlors that Are Members of Zennichiyuren



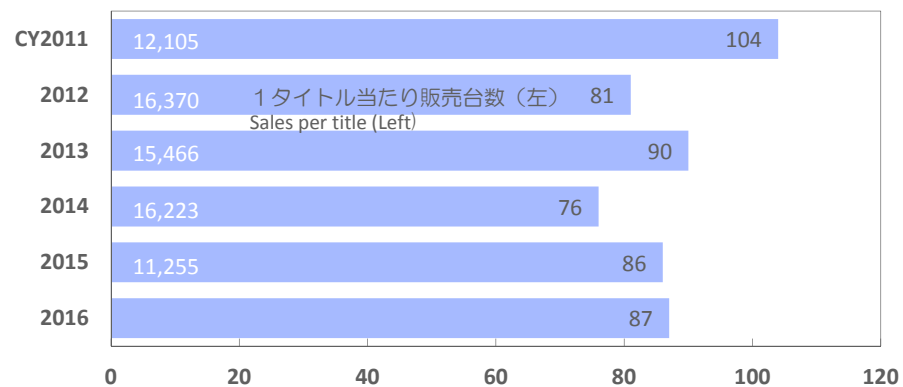


### 販売タイトル数推移（全メーカー） Number of Titles Sold (All Manufacturers)

#### 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

		2011	2012	2013	2014	2015	2016
受付	Applicant	614	598	503	613	731	864
適合	Pass	536	534	412	505	519	396
不適合	Fail	69	87	71	97	172	458
SANKYO+JB		21	30	28	40	38	39
Bisty		12	6	10	10	8	8
SANKYO Group Total		33	36	38	50	46	47

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

#### パチスロ機 Pachislot Machines

		2011	2012	2013	2014	2015	2016
受付	Applicant	627	720	629	526	650	736
適合	Pass	242	253	251	203	250	300
不適合	Fail	373	449	391	342	328	444
SANKYO		10	8	9	9	21	7
Bisty		5	9	14	0	11	8
SANKYO Group Total		15	17	23	9	32	15

パロットを含む  
including Palot

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