



Good luck. Good life.  
**SANKYO**

# 2015年3月期 決算説明会

平成27年5月13日

代表取締役社長 筒井 公久

## 【見直しに関する注意事項】

本資料に記載されている、当期ならびに将来の業績に関する予想、計画、見直し等は、現在入手可能な情報に基づき当社の経営者が合理的と判断したものです。実際の業績は、様々な要因の変化により、記載の予想、計画、見直しとは大きく異なることがあります。そのような要因としては、主たる事業領域でありますパチンコ・パチスロ市場の経済状況および製品需要の変動、国内外の各種規制ならびに会計基準・慣行等の変更などが含まれます。

Presentation on  
Business Results of FY 3/2015  
(April 1, 2014 to March 31, 2015)

Kimihisa Tsutsui  
President & Chief Operating Officer

May 13, 2015 at Bellesalle Tokyo Nihonbashi

1<sup>st</sup> Sec. of the TSE #6417  
Current Price: ¥4,610 (May 11, 2015)  
Shares Outstanding: 89.5 million  
Market Cap: ¥413,044 million

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.



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FEVER  
宇宙船

ヤマト

あの時代、  
強いヤマトに  
皆憧れていた！

# 2015年3月期 総括

Overview of FY 3/2015

# 2015年3月期 実績

Business Results of FY3/2015 (Highlights)

| million yen                                   | FY 3/2014      | FY 3/2015                 | YoY               |
|---|----------------|---------------------------|-------------------|
| 売上高<br>Net Sales                              | 158,453        | 146,579<br>[145,000]      | -11,874<br>-7.5%  |
| 営業利益<br>Operating Income                      | 28,023         | 13,233<br>[12,000]        | -14,790<br>-52.8% |
| 経常利益<br>Recurring Income                      | 30,144         | 14,870<br>[13,500]        | -15,274<br>-50.7% |
| 当期純利益<br>Net Income                           | 22,400         | 8,728<br>[8,300]          | -13,672<br>-61.0% |
| <b>EPS</b><br>Earnings per share              | <b>Y239.65</b> | <b>Y94.48</b><br>[Y89.84] |                   |
| パチンコ機販売台数<br>Unit Sales of Pachinko Machines  | 291,967        | 329,892<br>[328,000]      | +37,925<br>+13.0% |
| パチスロ機販売台数<br>Unit Sales of Pachislot Machines | 116,291        | 48,137<br>[48,000]        | -68,154<br>-58.6% |

[ ]は予想 Figures in square brackets are forecasts.

# 2015年3月期 連結キャッシュフロー

## Consolidated Statements of Cash Flows

現金及び  
現金同等物の  
期首残高

|   |  |         |         |
|---|--|---------|---------|
| Cash and cash equivalents at beginning of year          |  | 239,041 |         |
| 営業活動によるキャッシュフロー<br>Cash flows from operating activities | 税金等調整前当期純利益<br>Income before income taxes and minority interests | +13,031 |         |
|   | 売上債権の増加<br>Increase in notes and accounts receivable - trade     | -10,289 |         |
|   | たな卸資産の増加<br>Increase in inventories                              | -2,561  |         |
|   | 仕入債務の増加<br>Increase in notes and accounts payable - trade        | +25,897 |         |
|   | その他<br>Other factors   | -765    |         |
| 投資活動によるキャッシュフロー<br>Cash flows from investing activities |  | +5,101  |         |
| 財務活動によるキャッシュフロー<br>Cash flows from financing activities | 自己株式の取得による支出<br>Payment for purchase of treasury stock, net      | -36,635 |         |
|   | 配当金の支払い<br>Cash dividends paid                                   | -14,043 |         |
|   | その他<br>Other factors   | -104    |         |
| Cash and cash equivalents at end of year                |  | 218,672 | -20,369 |

現金及び  
現金同等物の  
期末残高

million yen

# パチンコ機 販売実績

## Pachinko Machines Sales Results

|  | FY 3/2014       | FY 3/2015                   | YoY  |
|--|-----------------|-----------------------------|--|
| <b>合計</b><br>Total Unit Sales                  | <b>291,967</b>  | <b>329,892</b><br>[328,000] | <b>+37,925</b>                             |
| <b>SANKYO+JB</b>                               | <b>180,413</b>  | <b>166,410</b>              | <b>-14,003</b>                             |
| <i>Number of Titles Released</i>               | <i>7 titles</i> | <i>9 titles</i>             | <i>リユースを除く<br/>Excluding Reused Models</i> |
| <i>Fever Mobile Suit Gundam—Operation V</i>    |                 | 35,600                      |  |
| <i>Fever The Melancholy of Haruhi Suzumiya</i> |                 | 26,000                      |  |
| <i>Fever KODA KUMI Legend Live</i>             |                 | 23,500                      |  |
| <i>Fever Bodacious Space Pirates</i>           |                 | 17,300                      |  |
| <b>Bisty</b>                                   | <b>111,554</b>  | <b>163,482</b>              | <b>+51,928</b>                             |
| <i>Number of Titles Released</i>               | <i>4 titles</i> | <i>3 titles</i>             |  |
| <i>Evangelion 9</i>                            |                 | 114,300                     |  |
| <i>ayumi hamasaki 2</i>                        |                 | 23,600                      |  |

[ ]は予想 Figures in square brackets are forecasts.

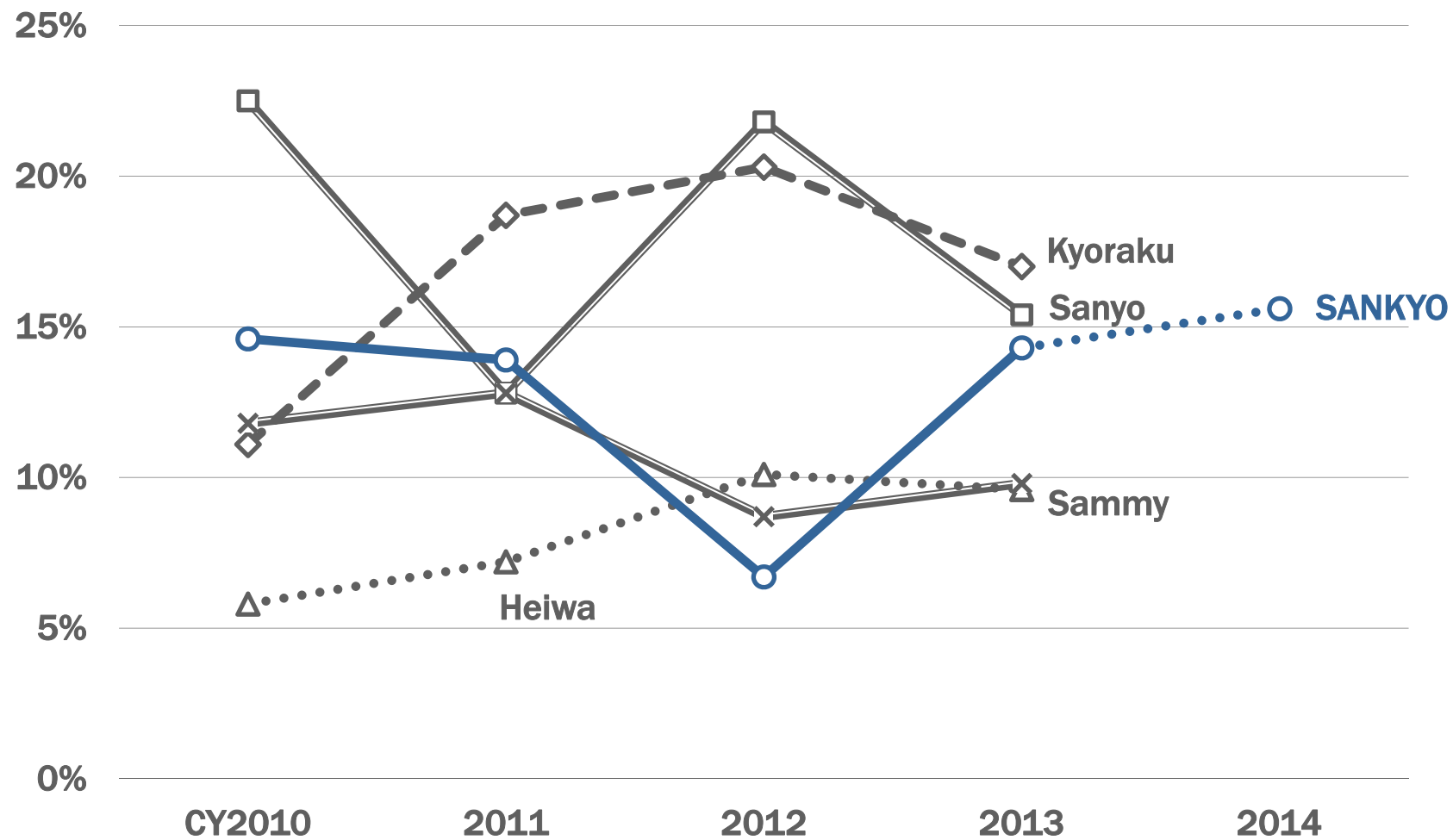
# パチスロ機 販売実績

## Pachislot Machines Sales Results

|                                  | FY 3/2014       | FY 3/2015                 | YoY            |
|----------------------------------|-----------------|---------------------------|----------------|
| <b>合計</b><br>Total Unit Sales    | <b>116,291</b>  | <b>48,137</b><br>[48,000] | <b>-68,154</b> |
| <b>SANKYO</b>                    | <b>54,527</b>   | <b>48,132</b>             | <b>-6,395</b>  |
| <i>Number of Titles Released</i> | <i>3 titles</i> | <i>2 titles</i>           |                |
| <i>Macross Frontier 2</i>        |                 | 28,100                    |                |
| <i>Fafner "Dead Aggressor"</i>   |                 | 19,900                    |                |
| <b>Bisty</b>                     | <b>61,764</b>   | <b>5</b>                  | <b>-61,759</b> |
| <i>Number of Titles Released</i> | <i>3 titles</i> | <i>0 titles</i>           |                |

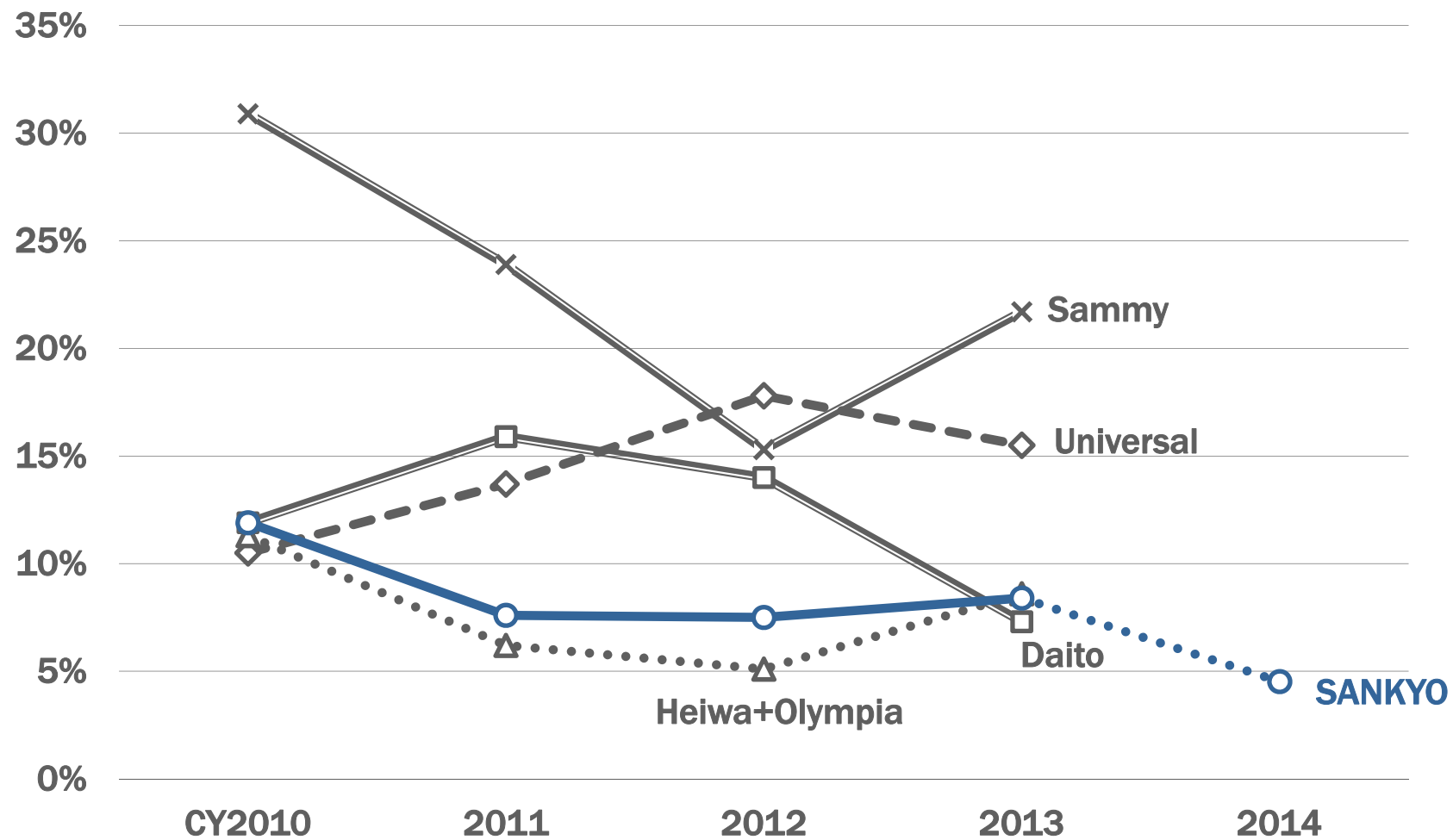
# パチンコ機 販売シェア(台数ベース)

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

Market Forecasts

# パチンコに関する規制

Regulations for Pachinko Machines

## のめり込み対策に関する申し合わせ

Voluntary agreement on measures to prevent players from becoming too immersed in playing

大当たり確率

**1/400 → 1/320**

Jackpot probability

**1/400 → 1/320**

初当りの出玉に

**最低基準**

Lower limit for the first  
jackpot payout

現行機の販売

**2015年10月31日**まで

Sales of current machines  
By October 31, 2015

# パチスロに関する規制

Regulations for Pachislot Machines

## 型式試験の運用方法変更、自主規制など

Change in operation of the format inspection, voluntary regulations, etc.

### ART(AT)機能を 主基板で制御

Control of ART (AT) functions  
by the motherboard

### ペナルティ機能 全面禁止

Complete ban on penalty  
functions

現行機の販売

**2015**年**11**月**30**日まで

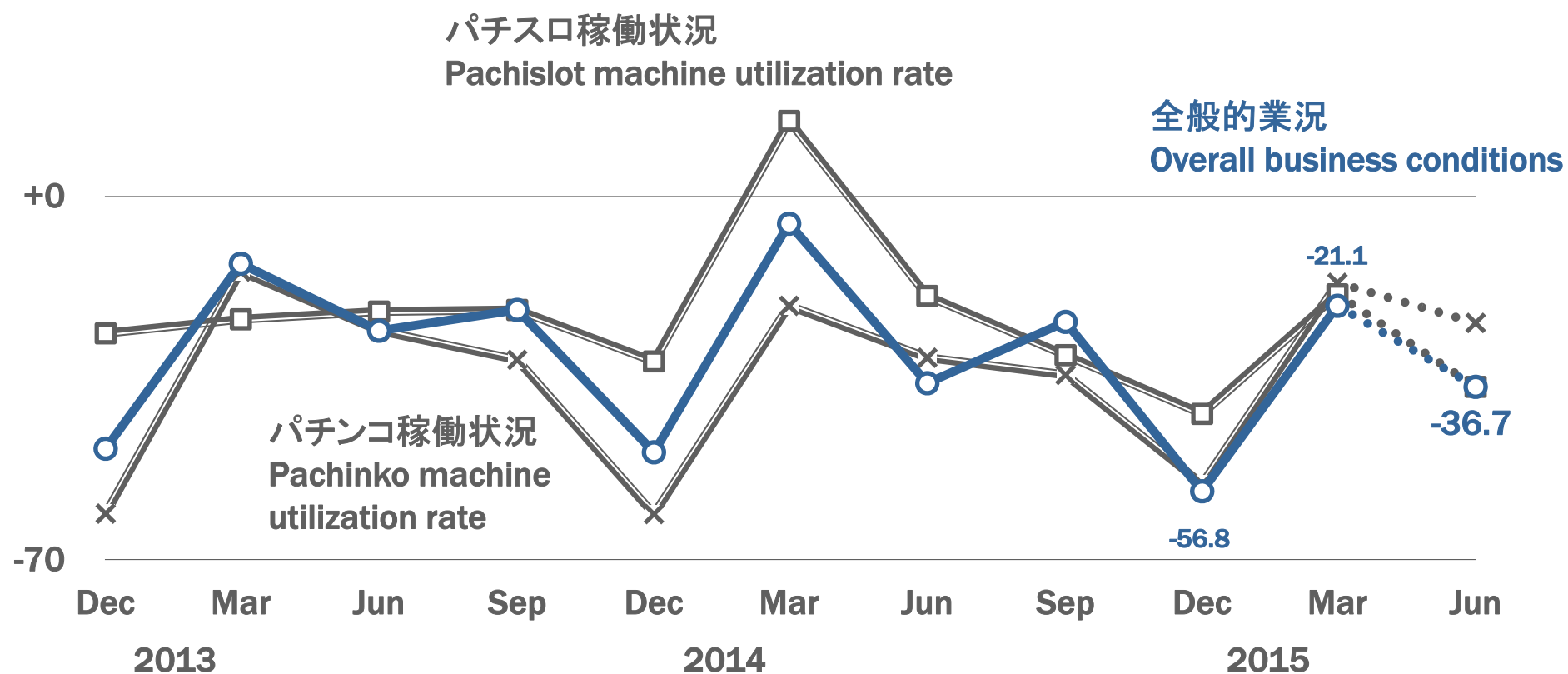
Sales of current machines  
By November 30, 2015

# 業況は改善するも見通しは悪化

Deteriorating Outlook Despite Improved Business Results

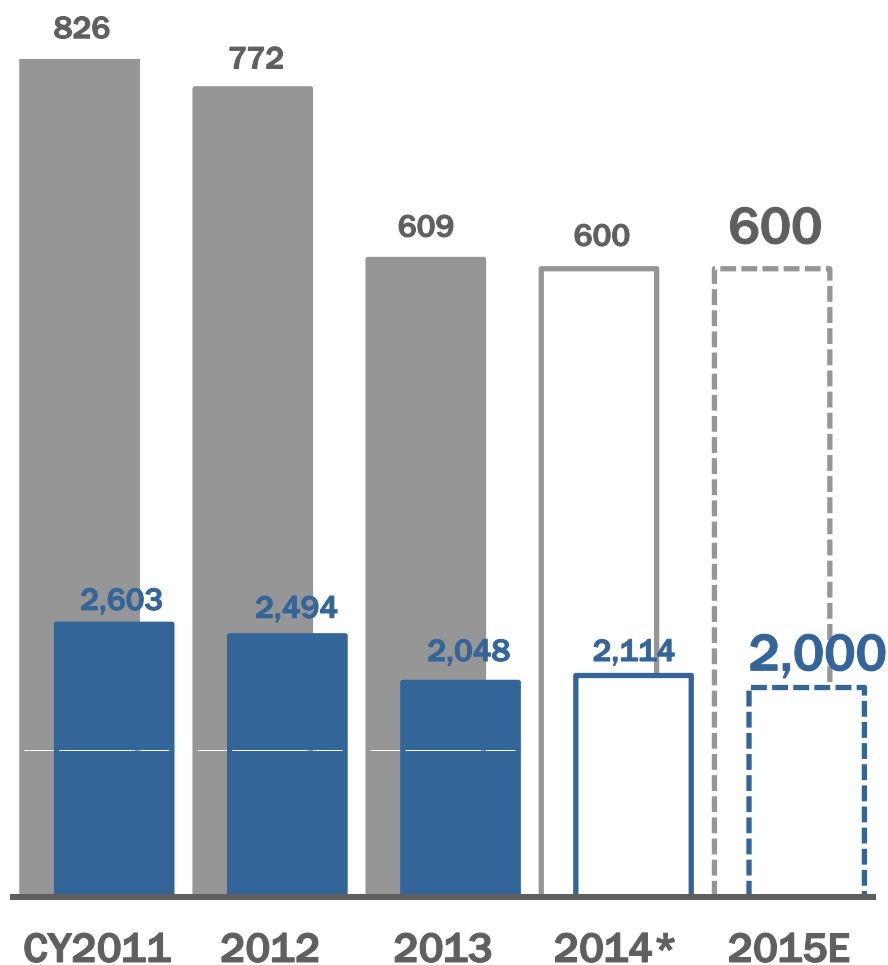
## パチンコDI調査 Pachinko Diffusion Index

+70



# パチンコ機市場

## Pachinko Machines Market



2015年度  
ほぼ横ばいを予想

CY2015 Virtually flat

■ 市場規模(10億円)  
Market Size (bn. yen)

■ パチンコ機販売台数(千台)  
Number of Pachinko Machines Sold  
(thou. units)

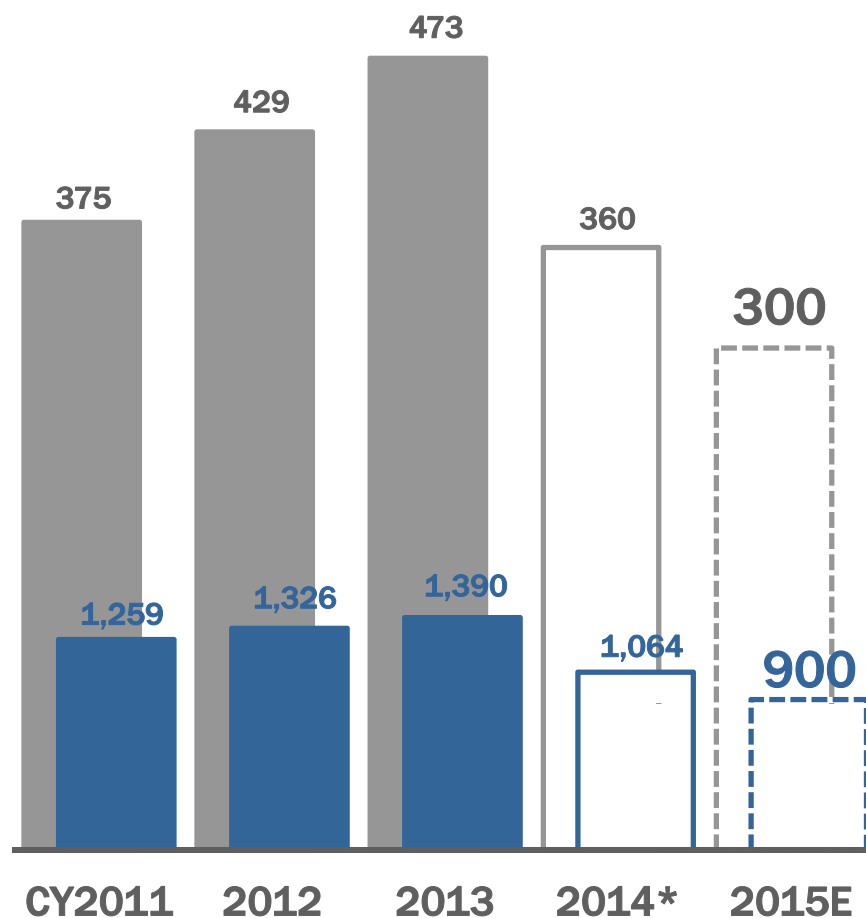
\*速報値 preliminary figures

Data for CY2011- CY2013: Survey by Yano Research Institute

Preliminary data for CY2014- CY2015E: Prepared by SANKYO based on Pachinko Gyokai Johokan Members

# パチスロ機市場

## Pachislot Machines Market



2015年度  
約15%の減少を予想

CY2015 About 15% decrease

■ 市場規模(10億円)  
Market Size (bn. yen)

■ パチスロ機販売台数(千台)  
Number of Pachislot Machines Sold  
(thou. units)

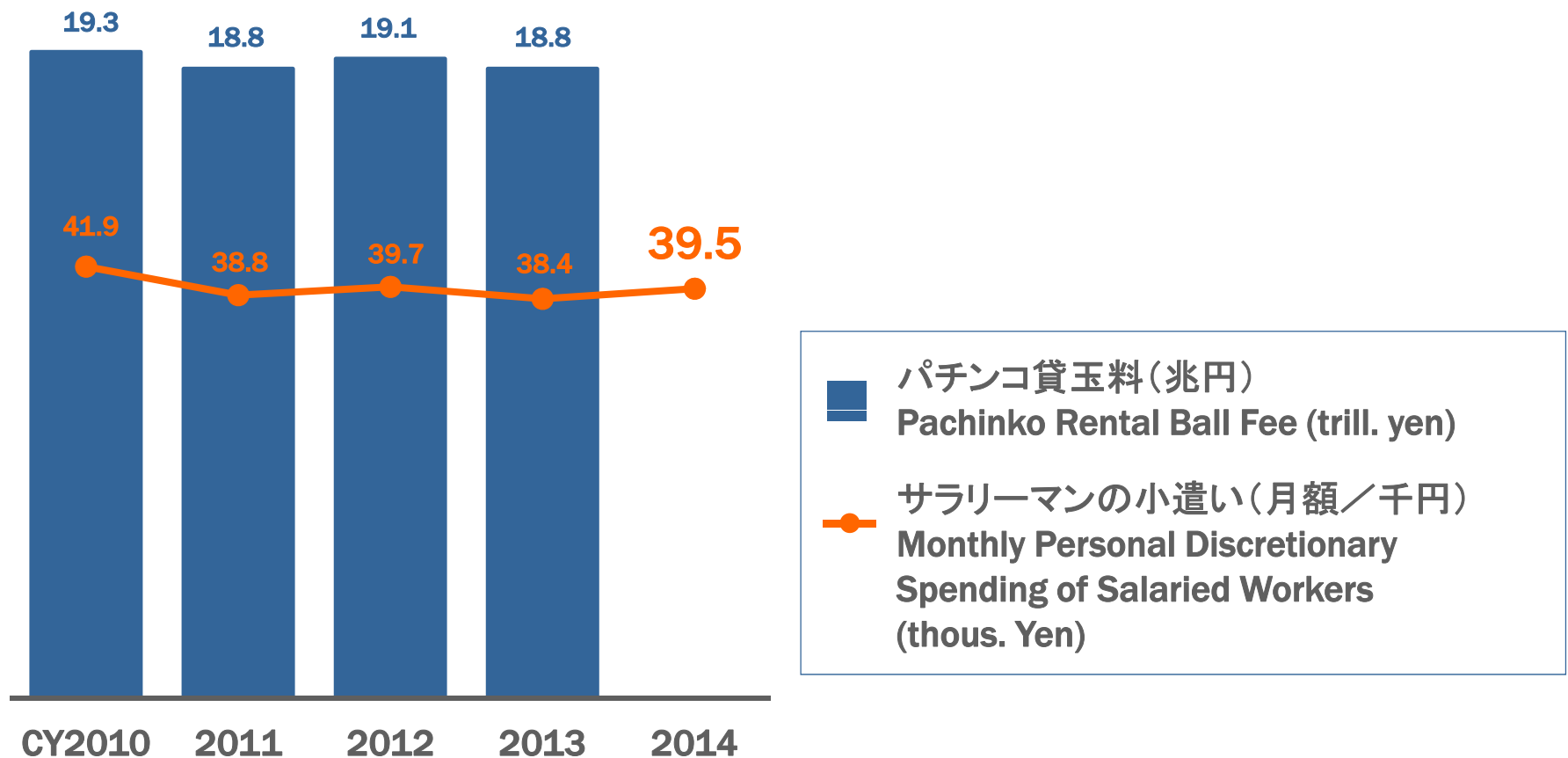
\*速報値 preliminary figures

Data for CY2011- CY2013: Survey by Yano Research Institute

Preliminary data for CY2014- CY2015E: Prepared by SANKYO based on Pachinko Gyokai Johokan Members

# 市場(貸玉料)は「サラリーマンの小遣い」に連動

Rental Ball Fees Are Linked to Monthly Personal Discretionary Spending of Salaried Workers



# 経営環境と市場の見通し

Business Environment and Market Forecasts

## 短期の見通し(2016年3月期)

Short-term forecasts: 2015 (FY 3/2016)

### 規制変更の影響もあり厳しい環境が続く

Challenging business environment will continue, affected by regulatory change

## 中長期の見通し(2017年3月期以降)

Medium to long-term forecasts: 2016+ (FY 3/2017+)

### 「サラリーマンの小遣い」増額で市場は回復へ

The market is expected to recover owing to the increase in monthly personal discretionary spending of salaried workers

### 多様な遊技機投入によるライトファンの取り込み

Attracting of light players by introducing diverse pachinko/pachislot machines





©JB



# 2016年3月期 予想

Forecast for FY 3/2016






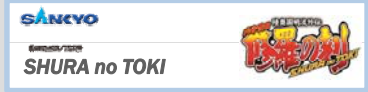


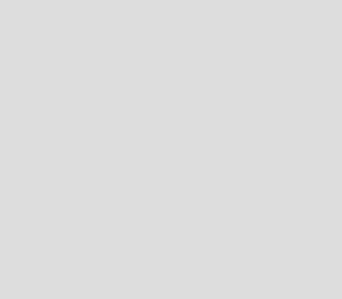
# 2016年3月期 予想

Forecast for FY3/2016 (Highlights)

| million yen                                   | FY 3/2015     | FY 3/2016      | YoY                |
|---|---------------|----------------|--------------------|
| 売上高<br>Net Sales                              | 146,579       | 150,000        | +3,421<br>+2.3%    |
| 営業利益<br>Operating Income                      | 13,233        | 14,000         | +767<br>+5.8%      |
| 経常利益<br>Recurring Income                      | 14,870        | 15,000         | +130<br>+0.9%      |
| 当期純利益<br>Net Income                           | 8,728         | 10,000         | +1,272<br>+14.6%   |
| <b>EPS</b><br>Earnings per share              | <b>Y94.48</b> | <b>Y117.00</b> |                    |
| パチンコ機販売台数<br>Unit Sales of Pachinko Machines  | 329,892       | 320,000        | -9,892<br>-3.0%    |
| パチスロ機販売台数<br>Unit Sales of Pachislot Machines | 48,137        | 110,000        | +61,863<br>+128.5% |

# 販売予定タイトル数

Number of Pachinko/Pachislot Titles to be Released

| FY 3/2016   | Q1  | Q2以降 From Q2 onward   |   |   |
|---|---|---|---|---|
| <p><b>Pachinko</b><br/>(Excluding Reused Models)</p> <p>(リユースを除く)</p> <p><b>13 titles</b></p> |    |   |    |    |
| <p><b>Reused Models</b></p> <p>(パチンコ・リユース)</p>  |   | <p>販売予定タイトルにつきましては<br/>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。</p> <p>Introduction of titles is in line with the current plan to date,<br/>but may be subject to changes.</p> |   |   |
| <p><b>Pachislot</b></p> <p><b>7 titles</b></p>  |  |   |  |  |

# 連結売上高 2016年3月期予想

## Net Sales

2015年3月期  
実績  
(4月-3月)

FY 3/2015  
(Apr-Mar)

146,579

パチンコ機関連事業  
Pachinko Machines Business

-11,937

パチスロ機関連事業  
Pachislot Machines Business

+14,946

補給機器関連事業  
Ball Bearing Supply Business

+448

その他の事業  
Other Businesses

-34

2016年3月期  
予想  
(4月-3月)

FY 3/2016  
Forecast (Apr-Mar)

150,000

+3,421

million yen

# パチンコ機関連事業売上高 2016年3月期予想

## Sales of Pachinko Machines Business

2015年3月期  
実績  
(4月-3月)

FY 3/2015  
(Apr-Mar)

114,137

SANKYO+JBパチンコ機の数量増加  
Sales volume of SANKYO-brand and JB-brand pachinko machines increases.

+4,418

SANKYO+JBパチンコ機の価格下落  
Unit price of SANKYO-brand and JB-brand pachinko machines decreases.

-7,692

Bistyパチンコ機の数量減少  
Sales volume of Bisty-brand pachinko machines decreases.

-7,640

Bistyパチンコ機の価格上昇  
Unit price of Bisty-brand pachinko machines increases.

+736

その他  
Other factors

-1,759

2016年3月期  
予想  
(4月-3月)

FY 3/2016  
Forecast (Apr-Mar)

102,200

-11,937

million yen

# パチスロ機関連事業売上高 2016年3月期予想

## Sales of Pachislot Machines Business

2015年3月期  
実績  
(4月-3月)

FY 3/2015  
(Apr-Mar)

19,054

SANKYOパチスロ機の数量増加

Sales volume of SANKYO-brand pachislot machines increases.

+2,579

SANKYOパチスロ機の価格下落

Unit price of SANKYO-brand and pachislot machines decreases.

-302

Bistyパチスロ機の数量増加

Sales volume of Bisty-brand pachislot machines increases.

+15,949

Bistyパチスロ機の価格下落

Unit price of Bisty-brand pachislot machines decreases.

-2,200

その他

Other factors

-1,080

2016年3月期  
予想  
(4月-3月)

FY 3/2016  
Forecast (Apr-Mar)

34,000

+14,946

million yen

# 連結営業利益 2016年3月期予想

## Operating Income

2015年3月期  
実績  
(4月-3月)

FY 3/2015  
(Apr-Mar)

13,233

パチンコ機売上総利益の減少  
The gross margin of the pachinko machine sales decreases.

-1,398

パチスロ機売上総利益の増加  
The gross margin of the pachislot machine sales increases.

+4,653

広告宣伝費の増加  
Advertising expenses increases.

-615

販売手数料の減少  
Sales commission decreases.

+525

研究開発費の増加  
R&D expenses increases.

-269

その他  
Other factors

-2,129

2016年3月期  
予想  
(4月-3月)

FY 3/2016  
Forecast (Apr-Mar)

14,000

+767

million yen



## 当社の取り組み と経過

SANKYO's Initiatives  
and Progress So Far



# 2016年3月期 重点課題

Key Issues for FY 3/2016

## ファンに支持される商品づくりと事業基盤の強化

Creation of products that will gain player loyalty and strengthening of the business foundation

## パチンコ・パチスロ市場でのシェア向上

Higher share in the pachinko and pachislot market

## 幅広いファンを対象とした低ボラティリティの商品開発

Development of low-volatility products for a wide range of players

## ヒット商品の創出

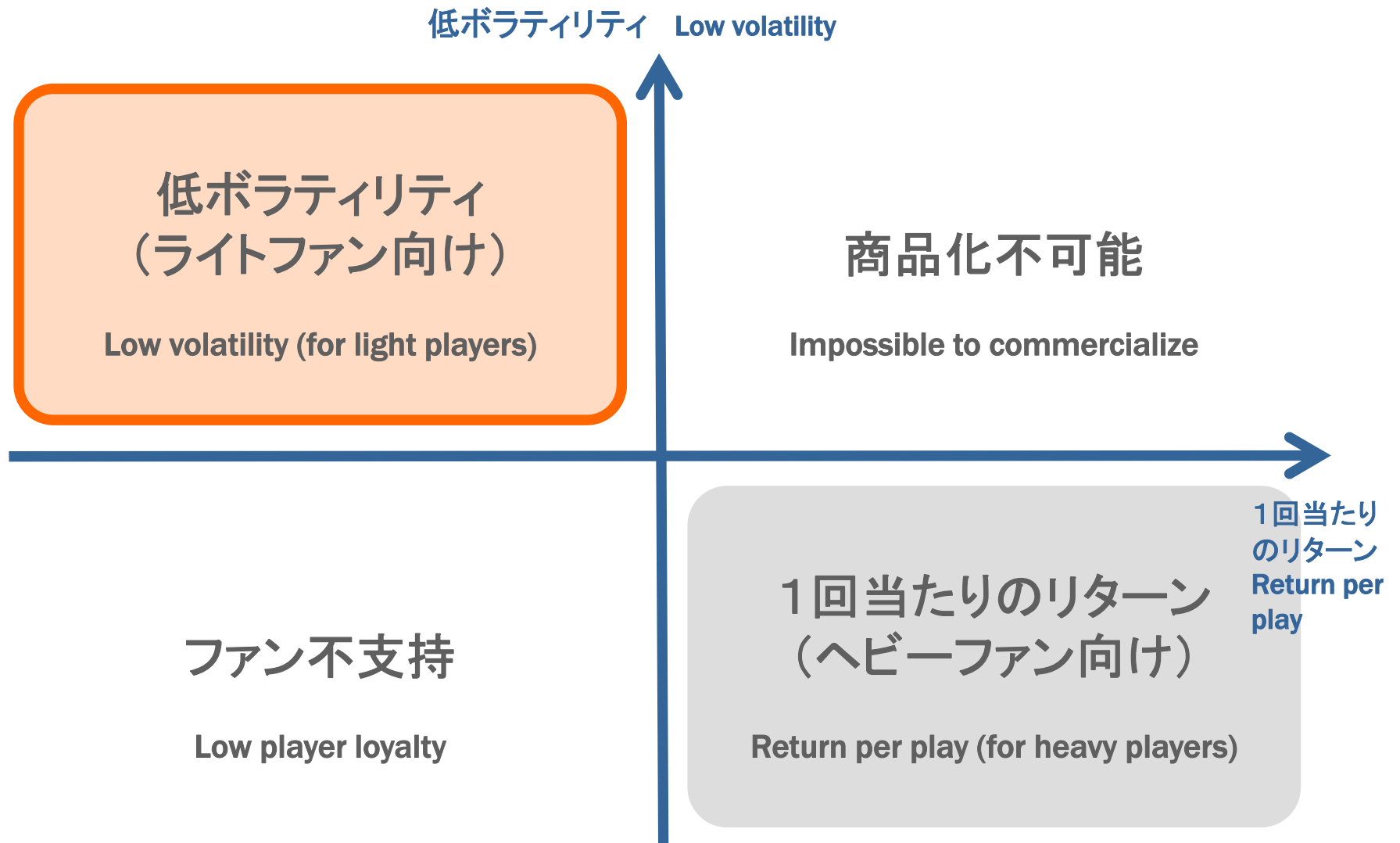
Creation of hit products

## 3ブランドのパチンコ枠の共通化

Adoption of a common frame for pachinko machines of the SANKYO Group's 3 brands

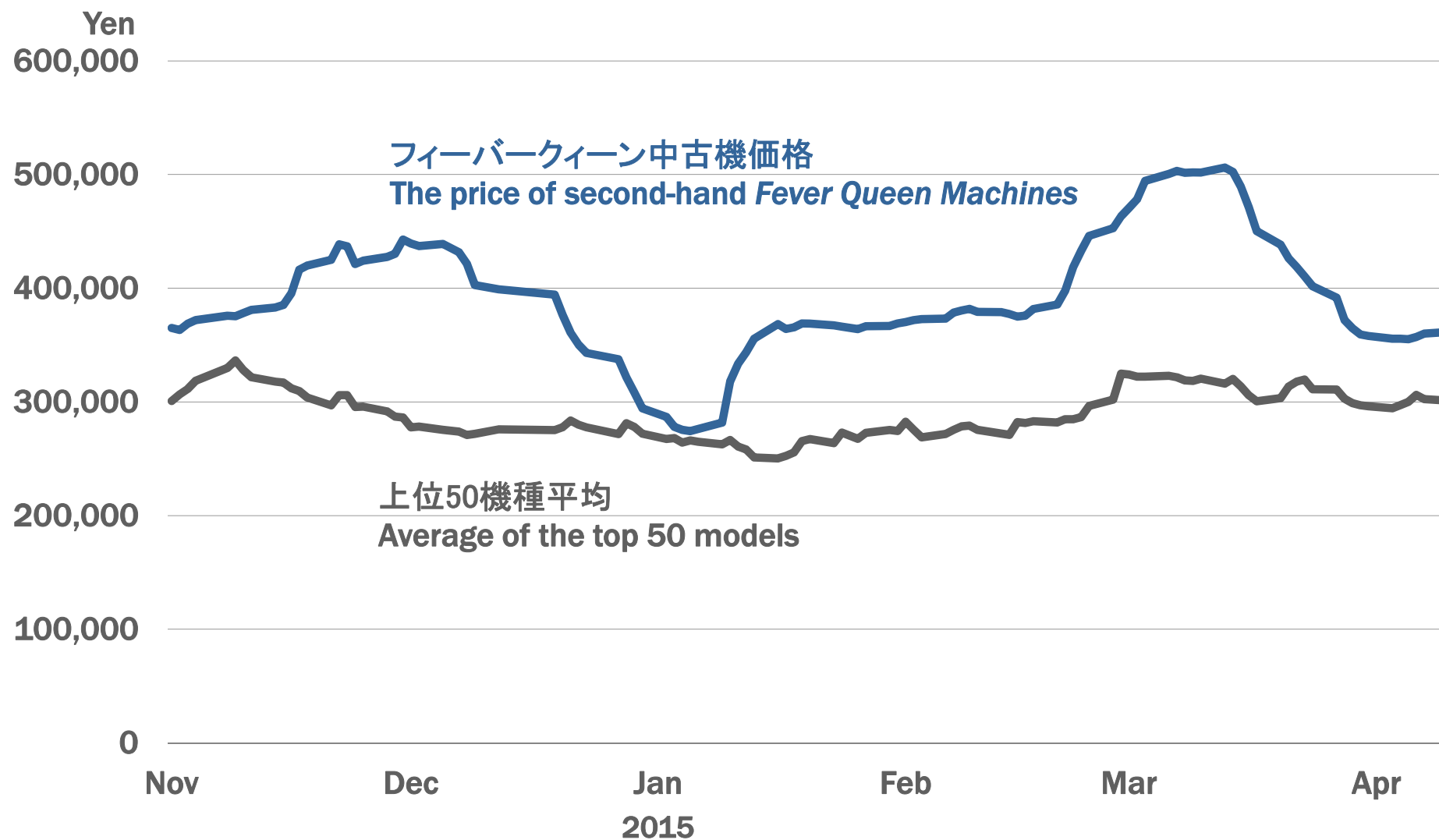
# 低ボラティリティを重視した商品開発

Product Development Emphasizing Low Volatility



# 低ボラティリティ商品：フィーバークィーン

Low-Volatility Products : *Fever Queen*



# パチンコ・パチスロイノベーションフェア2015

Pachinko Pachislot Innovation Fair 2015

サミー株式会社 取締役

星野 歩 氏

Mr. Ayumu Hoshino

The Director of Sammy Corporation

一般社団法人日本遊技関連事業協会  
遊技機委員会 委員長

内藤 裕人 氏

Mr. Hiroto Naito

Chairman of the Game Machine Committee  
of Nichiyukyo

株式会社SANKYO 常務執行役員

東郷 裕二

Mr. Yuji Togo

The Executive Operating Officer of  
SANKYO Co., Ltd.



# 3ブランドのパチンコ枠を共通化

Adoption of a Common Frame for Pachinko Machines of the SANKYO Group's 3 Brands



# コーポレート・ガバナンスの取り組み

## Corporate Governance Initiatives

### 社外取締役

Outside Director



### 社外監査役

Outside Statutory Auditor



### 常務執行役員

Executive Operating Officer

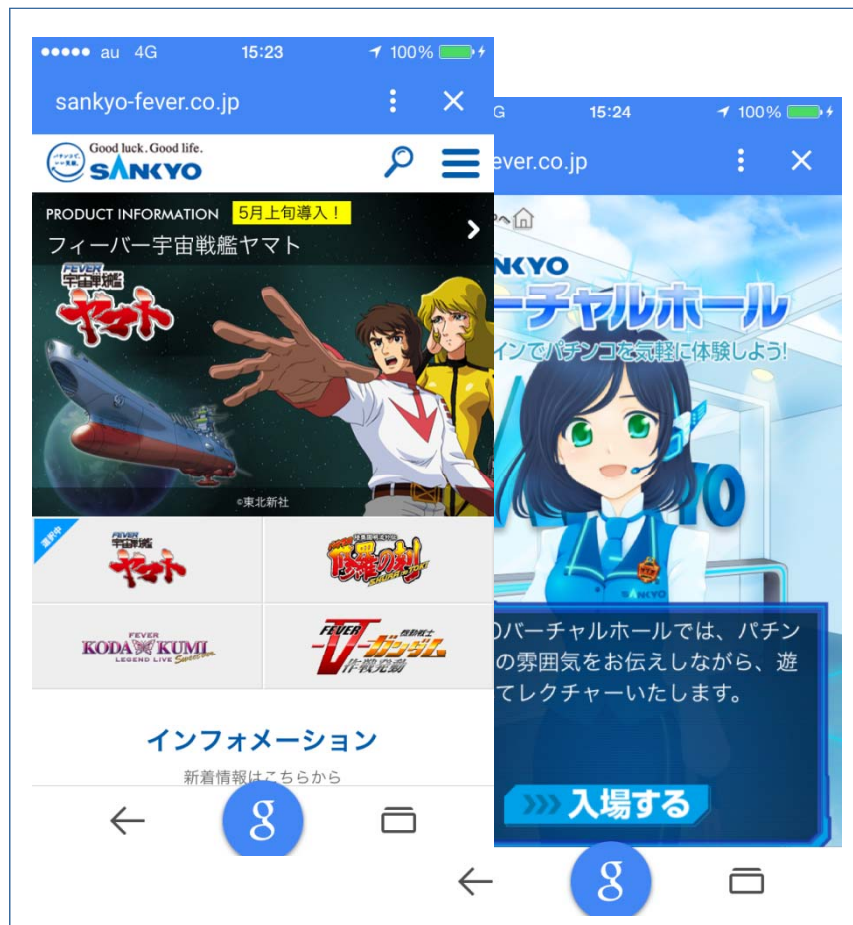


# ファン目線を重視したホームページへ

Shift to a Website Reflecting Players' Viewpoints

## スマホ対応

Smartphone-compatible



## バーチャルホール

Virtual Hall



This is the pachinko machine zone.

# 配当方針

Dividend Policy

安定配当

Stable dividend

公約配当性向25%

Commitment to 25% payout ratio

上場以来 減配がない

No dividend cut since the listing

FY 3/2016

DPS 150 yen

中間配当を含む  
Including interim dividend



# 2015年3月期：自己株式の取得および消却

Fiscal Year Ended March 31, 2015 : Repurchase and Retirement of Treasury Stock

取得および消却株式数

shares

Number of shares purchased and retired

8,000,000 株

取得価額の総額

million yen

Repurchase cost after retirement

36,630 百万円

自己株式を除く発行済株式総数\*

shares

Total number of shares outstanding excluding treasury stock\*

85,624,651 株

発行済株式総数\*

shares

Total number of shares outstanding \*

89,597,500 株



# 付属資料

Appendix

# 2015年3月期 実績

## Business Results of FY 3/2015

| 連結: 百万円 | Consolidated: million yen | FY 3/2014 | FY 3/2015 | Forecast |          |        | FY 3/2014 |         |        |         | FY 3/2015 |         |        |         |
|---------|---------------------------|-----------|-----------|----------|----------|--------|-----------|---------|--------|---------|-----------|---------|--------|---------|
|         |                           | Full Year | Full Year | YoY      | (24-Feb) | Change | Q1        | Q2      | Q3     | Q4      | Q1        | Q2      | Q3     | Q4      |
| 売上高     | Net Sales                 | 158,453   | 146,579   | -11,874  | 145,000  | +1,579 | 63,456    | 41,210  | 28,909 | 24,878  | 20,688    | 16,156  | 76,666 | 33,069  |
| パチンコ    | Pachinko                  | 101,102   | 114,137   | +13,035  |          |        | 43,428    | 32,956  | 14,818 | 9,900   | 7,433     | 12,785  | 65,008 | 28,911  |
| パチスロ    | Pachislot                 | 38,433    | 19,054    | -19,379  |          |        | 15,327    | 3,862   | 7,539  | 11,705  | 10,683    | 329     | 7,743  | 299     |
| 補給機器    | Ball Bearing Supply       | 17,776    | 12,552    | -5,224   |          |        | 4,416     | 4,157   | 6,222  | 2,981   | 2,339     | 2,849   | 3,717  | 3,647   |
| その他事業   | Other Business            | 1,141     | 834       | -307     |          |        | 284       | 235     | 329    | 293     | 233       | 192     | 198    | 211     |
| 売上原価    | Cost of Sales             | 84,009    | 83,676    | -333     |          |        | 31,655    | 20,344  | 16,600 | 15,410  | 10,609    | 9,065   | 44,301 | 19,701  |
| 売上総利益   | Gross Profit              | 74,444    | 62,902    | -11,542  |          |        | 31,800    | 20,867  | 12,308 | 9,469   | 10,078    | 7,092   | 32,364 | 13,368  |
| 販管費     | SG & A Expenses           | 46,420    | 49,668    | +3,248   |          |        | 11,313    | 14,938  | 10,258 | 9,911   | 10,059    | 11,964  | 16,601 | 11,044  |
| 営業利益    | Operating Income          | 28,023    | 13,233    | -14,790  | 12,000   | +1,233 | 20,487    | 5,928   | 2,051  | (443)   | 19        | (4,872) | 15,763 | 2,323   |
| パチンコ    | Pachinko                  | 21,704    | 15,481    | -6,223   |          |        | 15,144    | 7,168   | 1,558  | (2,166) | (2,497)   | (1,053) | 14,033 | 4,998   |
| パチスロ    | Pachislot                 | 10,885    | 2,616     | -8,269   |          |        | 6,460     | 485     | 1,285  | 2,655   | 3,864     | (2,336) | 2,543  | (1,455) |
| 補給機器    | Ball Bearing Supply       | 674       | 442       | -232     |          |        | 124       | 75      | 261    | 214     | 33        | 81      | 199    | 129     |
| その他事業   | Other Business            | (621)     | (544)     | +77      |          |        | (96)      | (271)   | (164)  | (90)    | (190)     | (120)   | (100)  | (134)   |
| 消去又は全社  | Elimination/Corporate     | (4,618)   | (4,763)   | -145     |          |        | (1,145)   | (1,529) | (888)  | (1,056) | (1,190)   | (1,445) | (913)  | (1,215) |
| 経常利益    | Recurring Income          | 30,144    | 14,870    | -15,274  | 13,500   | +1,370 | 20,707    | 6,716   | 2,460  | 261     | 371       | (4,751) | 15,891 | 3,359   |
| 特別利益    | Extraordinary Gains       | 10        | 14        | +4       |          |        | 4         | 0       | 0      | 6       | 0         | 1       | 10     | 3       |
| 特別損失    | Extraordinary Losses      | 607       | 1,853     | +1,246   |          |        | 1         | 48      | 126    | 432     | 1,790     | 7       | 43     | 13      |
| 当期純利益   | Net Income                | 22,400    | 8,728     | -13,672  | 8,300    | +428   | 16,277    | 4,803   | 1,849  | (529)   | (1,005)   | (3,157) | 11,158 | 1,732   |
| EPS: 円  | EPS: yen                  | 239.65    | 94.48     | -145.17  | 89.84    | +4.64  |           |         |        |         |           |         |        |         |

### 販売台数: 台 Machines sales: units

|           |           |         |         |         |         |        |         |        |        |        |        |        |         |        |
|-----------|-----------|---------|---------|---------|---------|--------|---------|--------|--------|--------|--------|--------|---------|--------|
| パチンコ      | Pachinko  | 291,967 | 329,892 | +37,925 | 328,000 | +1,892 | 123,404 | 87,338 | 54,304 | 26,921 | 24,438 | 47,415 | 176,204 | 81,835 |
| SANKYO+JB | SANKYO+JB | 180,413 | 166,410 | -14,003 |         |        | 118,530 | 11,973 | 34,334 | 15,576 | 19,310 | 24,851 | 52,033  | 70,216 |
| Bisty     | Bisty     | 111,554 | 163,482 | +51,928 |         |        | 4,874   | 75,365 | 19,970 | 11,345 | 5,128  | 22,564 | 124,171 | 11,619 |
| パチスロ      | Pachislot | 116,291 | 48,137  | -68,154 | 48,000  | +137   | 41,590  | 11,171 | 28,045 | 35,485 | 27,999 | 142    | 19,915  | 81     |
| SANKYO    | SANKYO    | 54,527  | 48,132  | -6,395  |         |        | 41,520  | 9,399  | 3,608  | 0      | 27,994 | 142    | 19,915  | 81     |
| Bisty     | Bisty     | 61,764  | 5       | -61,759 |         |        | 70      | 1,772  | 24,437 | 35,485 | 5      | 0      | 0       | 0      |

# 2015年3月期 前期比較

## Business Results of FY3/2015 (Year-on-Year Changes)

### 連結売上高

### Net Sales

| FY 3/2014                                | 158,453        |
|--|----------------|
| パチンコ機関連事業<br>Pachinko Machines Business  | +13,035        |
| パチスロ機関連事業<br>Pachislot Machines Business | -19,379        |
| 補給機器関連事業<br>Ball Bearing Supply Business | -5,224         |
| その他事業<br>Other Businesses                | -307           |
| <b>FY 3/2015</b>                         | <b>146,579</b> |
|  | <b>-11,874</b> |

### 連結営業利益

### Operating Income

| FY 3/2013   | 28,023         |
|---|----------------|
| パチンコ機売上総利益の減少<br>The gross margin of the pachinko machine sales decreased.  | -2,930         |
| パチスロ機売上総利益の減少<br>The gross margin of the pachislot machine sales decreased. | -8,848         |
| 広告宣伝費の増加<br>Advertising expenses increases.                                 | -767           |
| 販売手数料の増加<br>Sales commission increases.                                     | -1,284         |
| 研究開発費の増加<br>R&D expenses increases.   | -60            |
| その他<br>Other factors  | -901           |
| <b>FY 3/2014</b>  | <b>13,233</b>  |
|   | <b>-14,790</b> |

### パチンコ機関連事業

### Sales of Pachinko Machines Business

| FY 3/2014   | 101,102        |
|---|----------------|
| SANKYO+JBパチンコ機の数量減少<br>Sales volume of SANKYO-brand and JB-brand pachinko machines decreased. | -4,145         |
| SANKYO+JBパチンコ機の価格上昇<br>Unit price of SANKYO-brand and JB-brand pachinko machines increased.   | +14,838        |
| Bistyパチンコ機の数量増加<br>Sales volume of Bisty-brand pachinko machines increased.                   | +18,988        |
| Bistyパチンコ機の価格下落<br>Unit price of Bisty-brand pachinko machines decreased.                     | -6,590         |
| その他<br>Other factors  | -56            |
| <b>FY 3/2015</b>  | <b>114,137</b> |

### パチスロ機関連事業

### Sales of Pachislot Machines Business

| FY 3/2014  | 38,433         |
|--|----------------|
| SANKYOパチスロ機の数量減少<br>Sales volume of SANKYO-brand pachislot machines decreased.   | -2,256         |
| SANKYOパチスロ機の価格上昇<br>Unit price of SANKYO-brand and pachislot machines increased. | +1,092         |
| Bistyパチスロ機の数量減少<br>Sales volume of Bisty-brand pachislot machines decreased.     | -17,714        |
| Bistyパチスロ機の価格上昇<br>Unit price of Bisty-brand pachislot machines increased.       | 0              |
| その他<br>Other factors   | -501           |
| <b>FY 3/2014</b>   | <b>19,054</b>  |
|  | <b>-19,379</b> |

+13,035

million yen

# パチンコ機・パチスロ機 販売実績

## Game Machines Sales Results

### パチンコ機

### Pachinko Machines

|              | Series name                  |  | No. of models | Sales: units   |
|--------------|------------------------------|--|---------------|----------------|
| FY 3/2015    | フィーバースレイヤーズ Revolution Y & S | <i>Fever Slayers Revolution Y &amp; S</i>        | (Apr-14)      | 2              |
| Q1           | うちのポチーズ                      | <i>Uchi no Pochies</i>                           | (May-14)      | 2              |
|              | 鉄拳 R                         | <i>TEKKEN R</i>                                  | (May-14)      | 1              |
|              | フィーバーモーレツ宇宙海賊                | <i>Fever Bodacious Space Pirates</i>             | (Jun-14)      | 2 13,000       |
|              | 超天竺 DX                       | <i>Cho Tenjiku DX</i>                            | (Jun-14)      | 1              |
| Q2           | フィーバー海猿 Y                    | <i>Fever Umizaru Y</i>                           | (Jul-14)      | 1              |
|              | エヴァンゲリオン8 L                  | <i>Evangelion 8 L</i>                            | (Jul-14)      | 1 20,600       |
|              | フィーバー涼宮ハルヒの憂鬱                | <i>Fever The Melancholy of Haruhi Suzumiya</i>   | (Jul-14)      | 1 20,000       |
| Q3           | フィーバー倅田來未 レジェンドライブ           | <i>Fever KODA KUMI Legend Live</i>               | (Oct-14)      | 2 23,500       |
|              | 浜崎あゆみ2                       | <i>ayumi hamasaki 2</i>                          | (Oct-14)      | 1 23,600       |
|              | フィーバークイーン                    | <i>Fever Queen</i>                               | (Nov-14)      | 1 16,200       |
|              | エヴァンゲリオン9                    | <i>Evangelion 9</i>                              | (Dec-14)      | 1 103,000      |
|              | フィーバーモーレツ宇宙海賊 YR             | <i>Fever Bodacious Space Pirates YR</i>          | (Dec-14)      | 1              |
|              | フィーバースターウォーズ バトル オブ ダース・ベイダー | <i>"Battle of Darth Vader"</i>                   | (Dec-14)      | 2 13,000       |
| Q4           | フィーバー真花月                     | <i>Fever Shin Kagetsu</i>                        | (Jan-15)      | 2 11,000       |
|              | フィーバー涼宮ハルヒの憂鬱 Y              | <i>Fever The Melancholy of Haruhi Suzumiya Y</i> | (Jan-15)      | 1              |
|              | フィーバーパワフル                    | <i>Fever Powerful</i>                            | (Feb-15)      | 1 13,400       |
|              | エヴァンゲリオン9 Y&F                | <i>Evangelion 9 Y &amp; F</i>                    | (Feb-15)      | 2 11,200       |
|              | フィーバー機動戦士ガンダム V作戦発動          | <i>Fever Mobile Suit Gundam "Operation V"</i>    | (Mar-15)      | 1 35,600       |
| <b>Total</b> |                              |  |               | <b>329,892</b> |

Note: Models in black are SANKYO models and models in blue are Bisty models (distributed by Fields).  
No. of pachinko machines sold: Any model with sales of less than 10,000 units is not included.

Note: 黒字 SANKYO機種、  
青字 ビスティ機種(総販売元 フィールズ)  
パチンコ機の販売台数:10,000台未満は未公表

### パチスロ機

### Pachislot Machines

|              | Series name |                                | Sales: units    |
|--------------|-------------|--------------------------------|-----------------|
| FY 3/2015    | マクロスフロンティア2 | <i>Macross Frontier 2</i>      | (May-14) 28,100 |
| Q3           | 蒼穹のファフナー    | <i>Fafner "Dead Aggressor"</i> | (Dec-14) 19,900 |
| <b>Total</b> |             |                                | <b>48,137</b>   |

Note: Models in black are SANKYO models and models in blue are Bisty models (distributed by Fields).  
No. of pachislot machines sold: Any model with sales of less than 5,000 units is not included.

Note: 黒字 SANKYO機種、  
青字 ビスティ機種(総販売元 フィールズ)  
パチスロ機の販売台数:5,000台未満は未公表

# 2016年3月期 予想

## Forecast for FY3/2016

| 連結: 百万円 | Consolidated: million yen | FY 3/2015 | FY 3/2016 | YoY     |
|---------|---------------------------|-----------|-----------|---------|
| 売上高     | Net Sales                 | 146,579   | 150,000   | +3,421  |
| パチンコ    | Pachinko                  | 114,137   | 102,200   | -11,937 |
| パチスロ    | Pachislot                 | 19,054    | 34,000    | +14,946 |
| 補給機器    | Ball Bearing Supply       | 12,552    | 13,000    | +448    |
| その他事業   | Other Business            | 834       | 800       | -34     |
| 売上原価    | Cost of Sales             | 83,676    | 86,000    | +2,324  |
| 売上総利益   | Gross Profit              | 62,902    | 64,000    | +1,098  |
| 販管費     | SG & A Expenses           | 49,668    | 50,000    | +332    |
| 営業利益    | Operating Income          | 13,233    | 14,000    | +767    |
| パチンコ    | Pachinko                  | 15,481    | 14,700    | -781    |
| パチスロ    | Pachislot                 | 2,616     | 5,000     | +2,384  |
| 補給機器    | Ball Bearing Supply       | 442       | 500       | +58     |
| その他事業   | Other Business            | (544)     | (900)     | -356    |
| 消去又は全社  | Elimination/Corporate     | (4,763)   | (5,300)   | -537    |
| 経常利益    | Recurring Income          | 14,870    | 15,000    | +130    |
| 特別利益    | Extraordinary Gains       | 14        | 0         | -14     |
| 特別損失    | Extraordinary Losses      | 1,853     | 70        | -1,783  |
| 当期純利益   | Net Income                | 8,728     | 10,000    | +1,272  |
| EPS: 円  | EPS: yen                  | 94.48     | 117.00    | +22.52  |

| 販売台数: 台   | Machines sales: units | FY 3/2015 | FY 3/2016 | YoY     |
|-----------|-----------------------|-----------|-----------|---------|
| パチンコ      | Pachinko              | 329,892   | 320,000   | -9,892  |
| SANKYO+JB | SANKYO+JB             | 166,410   | 180,000   | +13,590 |
| Bisty     | Bisty                 | 163,482   | 140,000   | -23,482 |
| パチスロ      | Pachislot             | 48,137    | 110,000   | +61,863 |
| SANKYO    | SANKYO                | 48,132    | 55,000    | +6,868  |
| Bisty     | Bisty                 | 5         | 55,000    | +54,995 |

| 連結     | Consolidated     | FY 3/2015 | FY 3/2016 | YoY    |
|--------|------------------|-----------|-----------|--------|
| 売上総利益率 | Gross Margin     | 42.9%     | 42.7%     | -0.2pt |
| 営業利益率  | Operating Margin | 9.0%      | 9.3%      | +0.3pt |

### 販売費及び一般管理費

### SG & A Expenses

| 連結: 百万円 | Consolidated: million yen | FY 3/2015 | FY 3/2016 | YoY  |
|---------|---------------------------|-----------|-----------|------|
| 販売手数料   | Sales Commission          | 9,226     | 8,701     | -525 |
| 広告宣伝費   | Advertising Expenses      | 4,308     | 4,923     | +615 |
| 研究開発費   | R&D Expenses              | 24,559    | 24,828    | +269 |
| 給与手当    | Salaries & Wages          | 3,607     | 3,565     | -42  |
| その他     | Others                    | 7,968     | 7,983     | +15  |

| 連結: 百万円 | Consolidated: million yen | FY 3/2015 | FY 3/2016 | YoY    |
|---------|---------------------------|-----------|-----------|--------|
| 設備投資額   | Capital Expenditure       | 5,719     | 6,212     | +493   |
| 減価償却費   | Depreciation & Amortizat  | 4,615     | 5,899     | +1,284 |

| 連結    | Consolidated     | FY 3/2015 | FY 3/2016 | YoY |
|-------|------------------|-----------|-----------|-----|
| 従業員数  | No. of Employees | 1,077     | 1,123     | +46 |
| 開発人員数 | No. of R&D Staff | 319       | 319       | +0  |

### 間接販売比率(累計) Indirect Sales Ratio

| 間接販売比率(累計)         | Indirect Sales Ratio | FY 3/2015 | FY 3/2016 | YoY    |
|--------------------|----------------------|-----------|-----------|--------|
| SANKYO+JB Pachinko |                      | 35.2%     | 35.4%     | +0.2pt |
| SANKYO Pachislot   |                      | 42.3%     | 42.5%     | +0.2pt |

# 主力2事業

## The Two Mainstay Businesses

### パチンコ機関連事業 Pachinko Machines Business

| 連結: 百万円 | Consolidated: million yen | FY 3/2015 | FY 3/2016 | YoY     |
|---------|---------------------------|-----------|-----------|---------|
| 売上高     | Net Sales                 | 114,137   | 102,200   | -11,937 |
| 営業利益    | Operating Income          | 15,481    | 14,700    | -781    |
| 営業利益率   | Percentage                | 13.6%     | 14.4%     | +0.8pt  |

#### 販売台数: 台 Machines sales: units

|           |           | FY 3/2015 | FY 3/2016 | YoY     |
|-----------|-----------|-----------|-----------|---------|
| パチンコ合計    | Pachinko  | 329,892   | 320,000   | -9,892  |
| SANKYO+JB | SANKYO+JB | 166,410   | 180,000   | +13,590 |
| 枠付き       | Frame     | 35.7%     | 24.5%     | -11.1pt |
| ゲージ盤      | Gauge     | 14.8%     | 31.7%     | +16.9pt |
| Bisty     | Bisty     | 163,482   | 140,000   | -23,482 |
| 枠付き       | Frame     | 39.9%     | 31.2%     | -8.7pt  |
| ゲージ盤      | Gauge     | 9.7%      | 12.6%     | +2.9pt  |

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

|           |           | FY 3/2015 | FY 3/2016 | YoY |
|-----------|-----------|-----------|-----------|-----|
| パチンコ合計    | Pachinko  | 12        | 13        | +1  |
| SANKYO+JB | SANKYO+JB | 9         | 9         | +0  |
| Bisty     | Bisty     | 3         | 4         | +1  |

### パチスロ機関連事業 Pachislot Machines Business

| 連結: 百万円 | Consolidated: million yen | FY 3/2015 | FY 3/2016 | YoY     |
|---------|---------------------------|-----------|-----------|---------|
| 売上高     | Net Sales                 | 19,054    | 34,000    | +14,946 |
| 営業利益    | Operating Income          | 2,616     | 5,000     | +2,384  |
| 営業利益率   | Percentage                | 13.7%     | 14.7%     | +1.0pt  |

#### 販売台数: 台 Machines sales: units

|        |           | FY 3/2015 | FY 3/2016 | YoY     |
|--------|-----------|-----------|-----------|---------|
| パチスロ合計 | Pachislot | 48,137    | 110,000   | +61,863 |
| SANKYO | SANKYO    | 48,132    | 55,000    | +6,868  |
| Bisty  | Bisty     | 5         | 55,000    | +54,995 |

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

|        |           | FY 3/2015 | FY 3/2016 | YoY |
|--------|-----------|-----------|-----------|-----|
| パチスロ合計 | Pachislot | 2         | 7         | +5  |
| SANKYO | SANKYO    | 2         | 4         | +2  |
| Bisty  | Bisty     | 0         | 3         | +3  |

# ROE

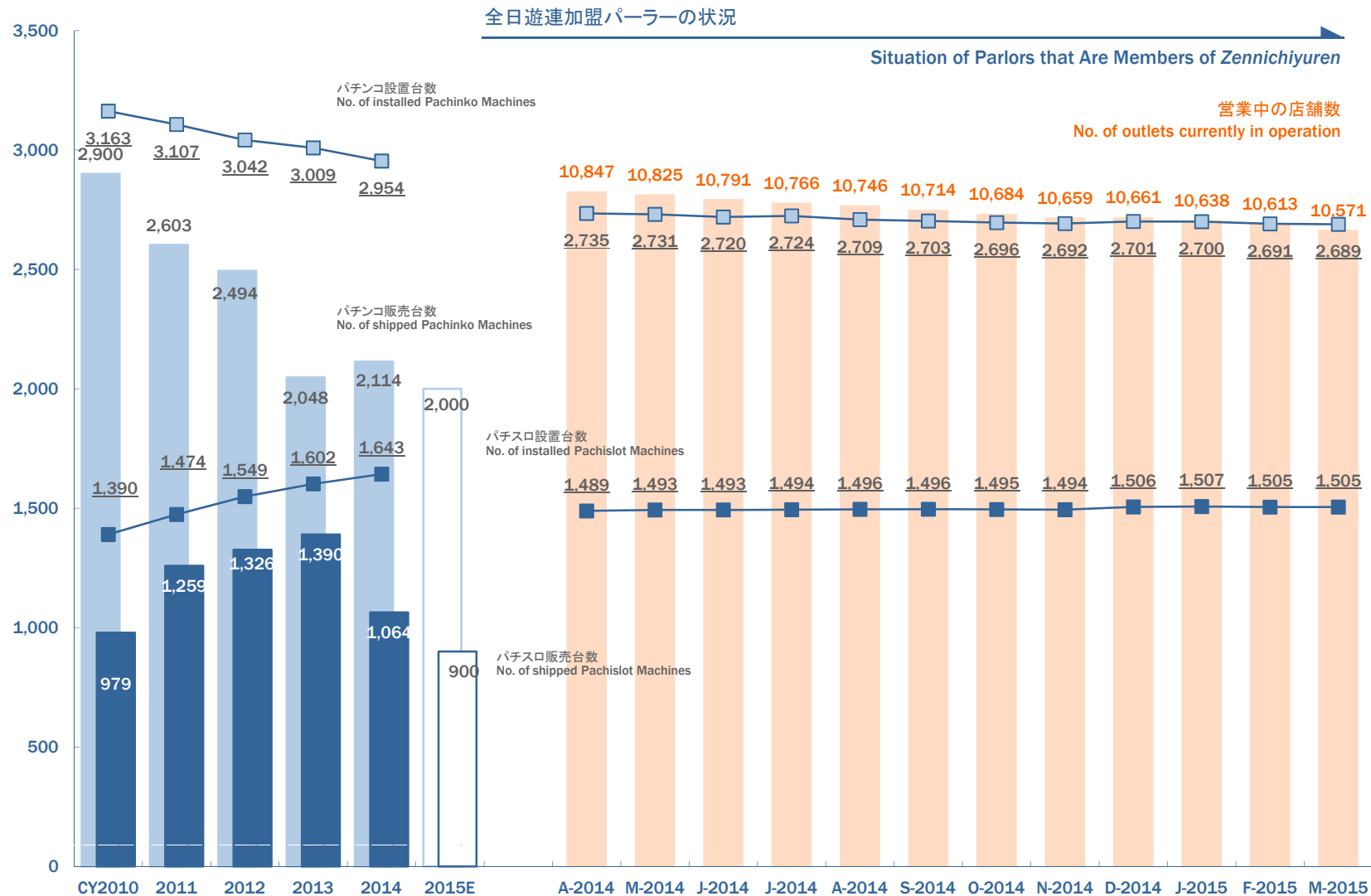
## Return on Equity

|          | million yen                                  | FY 3/2009 | 3/2010  | 3/2011  | 3/2012  | 3/2013  | 3/2014  | 3/2015  | 3/2016E |
|----------|--|-----------|---------|---------|---------|---------|---------|---------|---------|
| 売上高      | Net Sales                                    | 187,877   | 222,673 | 201,606 | 173,682 | 104,150 | 158,453 | 146,579 | 150,000 |
| 営業利益     | Operating Income                             | 40,626    | 55,776  | 51,923  | 40,315  | 7,023   | 28,023  | 13,233  | 14,000  |
| 経常利益     | Recurring Income                             | 44,900    | 59,366  | 55,909  | 44,396  | 9,488   | 30,144  | 14,870  | 15,000  |
| 当期純利益    | Net Income                                   | 27,883    | 36,198  | 34,733  | 20,182  | 5,853   | 22,400  | 8,728   | 10,000  |
| 総資産      | Total Assets                                 | 494,866   | 461,358 | 488,636 | 495,988 | 464,259 | 451,149 | 434,648 |         |
| 純資産      | Total Net Assets                             | 386,187   | 408,024 | 419,658 | 418,303 | 402,918 | 413,096 | 371,670 |         |
| 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                             | 7.2%      | 9.1%    | 8.4%    | 4.8%    | 1.4%    | 5.5%    | 2.2%    |         |
| ROE 5期平均 | Average ROE of five consecutive fiscal years | 12.4%     | 10.8%   | 9.5%    | 8.4%    | 6.2%    | 5.8%    | 4.5%    |         |
| 当期純利益率   | Net Income Ratio                             | 14.8%     | 16.3%   | 17.2%   | 11.6%   | 5.6%    | 14.1%   | 6.0%    |         |
| 総資産回転率   | Total Asset Turnover                         | 0.37      | 0.47    | 0.42    | 0.35    | 0.22    | 0.35    | 0.33    |         |
| 財務レバレッジ  | Financial Leverage                           | 1.31      | 1.20    | 1.15    | 1.18    | 1.17    | 1.12    | 1.13    |         |



# 遊技機市場

## Game Machine Market



thou. units

# 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

#### ・1タイトル当たり販売台数

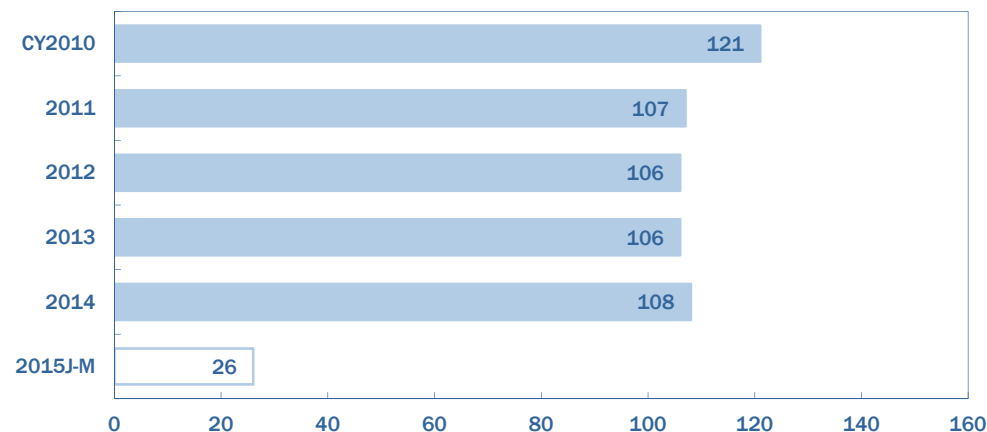
2013年度: 19,320台 (2,048千台 ÷ 106)

2014年度: 19,574台 (2,114千台 ÷ 108)

#### ・Sales per title

CY2013: 19,320 units (2,048,000 units/106)

CY2014: 19,574 units (2,114,000 units/108)



### パチスロ機

### Pachislot Machines

#### ・1タイトル当たり販売台数

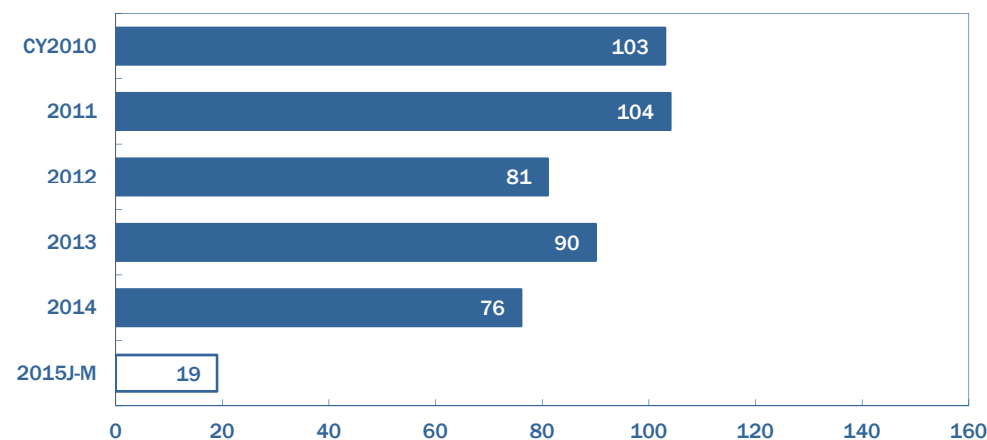
2013年度: 15,444台 (1,390千台 ÷ 90)

2014年度: 14,000台 (1,064千台 ÷ 76)

#### ・Sales per title

CY2013: 15,444 units (1,390,000 units/90)

CY2014: 14,000 units (1,064,000 units/76)



# 型式試験適合状況

## Compliance with Format Inspection

### パチンコ機

### Pachinko Machines

アレンジ、じゃん球含む

including Arrange Ball, Jong-Kyu

|                    |           | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 J-M |
|--------------------|-----------|------|------|------|------|------|----------|
| 受付                 | Applicant | 658  | 614  | 598  | 503  | 613  | 158      |
| 適合                 | Pass      | 544  | 536  | 534  | 412  | 505  | 123      |
| 不適合                | Fail      | 112  | 69   | 87   | 71   | 97   | 46       |
| SANKYO+JB          |           | 25   | 21   | 30   | 28   | 40   | 11       |
| Bisty              |           | 9    | 12   | 6    | 10   | 10   | 2        |
| SANKYO Group Total |           | 34   | 33   | 36   | 38   | 50   | 13       |

### パチスロ機

### Pachislot Machines

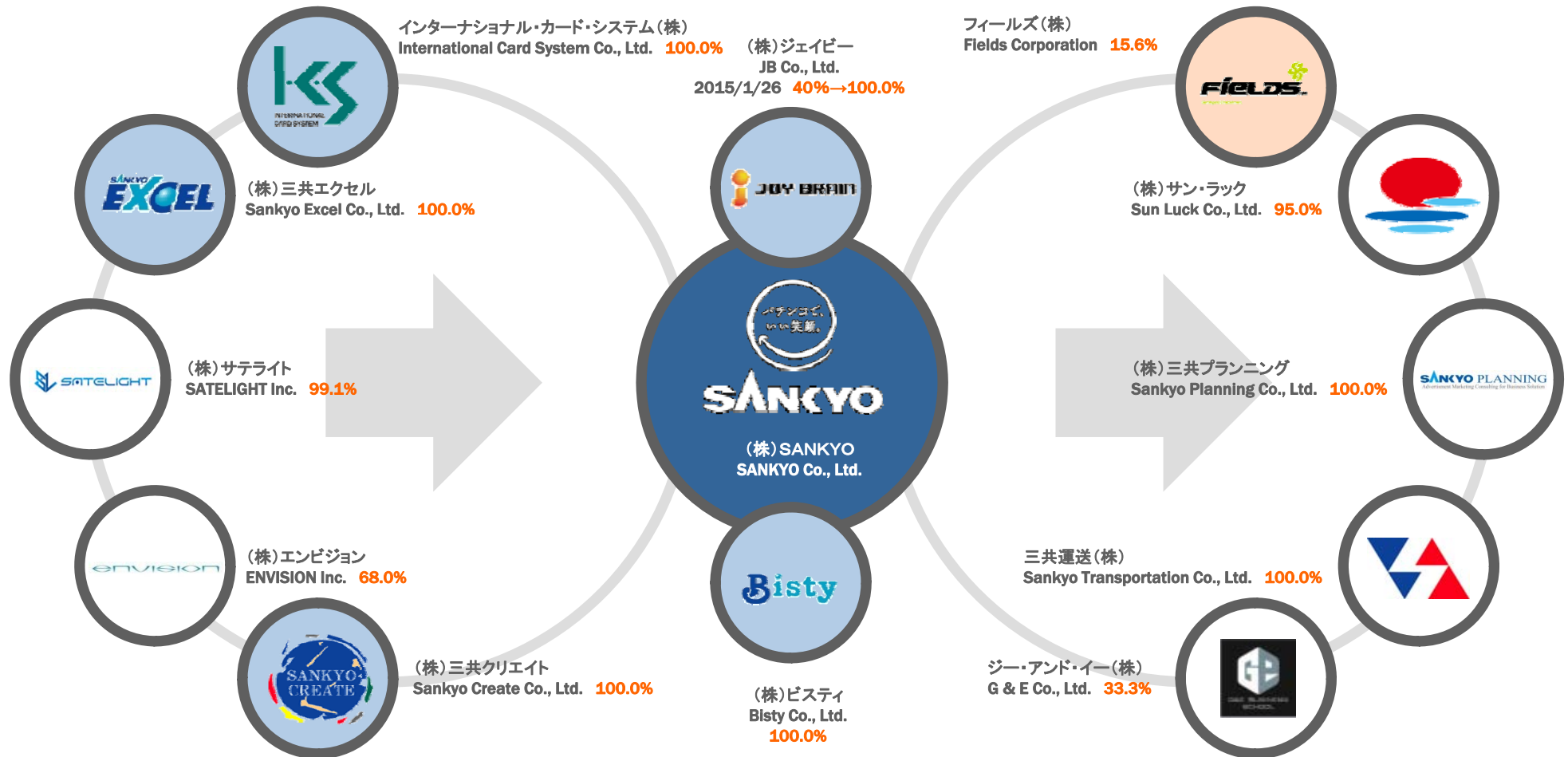
パロットを含む

including Palot


|                    |           | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 J-M |
|--------------------|-----------|------|------|------|------|------|----------|
| 受付                 | Applicant | 703  | 627  | 720  | 629  | 526  | 92       |
| 適合                 | Pass      | 295  | 242  | 253  | 251  | 203  | 22       |
| 不適合                | Fail      | 426  | 373  | 449  | 391  | 342  | 34       |
| SANKYO             |           | 15   | 10   | 8    | 9    | 9    | 1        |
| Bisty              |           | 10   | 5    | 9    | 14   | 0    | 0        |
| SANKYO Group Total |           | 25   | 15   | 17   | 23   | 9    | 1        |

# 企業集団

## SANKYO Group Companies



 連結子会社  
Consolidated subsidiaries

 持分法適用関連会社  
Equity method companies

**xx%** SANKYOの持株比率  
% of SANKYO's voting right



Good luck. Good life.

**SANKYO**

## Contact Us

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