

# 2019年3月期 第2四半期 決算説明会

平成30年11月12日

株式会社SANKYO

代表取締役社長 筒井公久

Presentation on Business Results  
for the First Six Months of FY 3/2019  
(April 1, 2018 to September 30, 2018)

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President & Chief Operating Officer

November 12, 2018 at Bellesalle Yaesu

1<sup>st</sup> Sec. of the TSE #6417  
Current Price: ¥ 4,385 (November 8, 2018)  
Shares Outstanding: 89.5 million  
Market Cap: ¥ 392,885 million

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# 2019年3月期 第2四半期 総括（連結）

Overview of the First Six Months of FY 3/2019



売上高  
Net Sales

**29,770** million yen  
YoY 40.3%

営業利益  
Operating Income

**3,249** million yen

パチンコ販売台数  
Pachinko machines

**69,829** unit  
YoY 185.6%

パチスロ販売台数  
Pachislot machines

**3,980** unit  
YoY -77.6%

新規則機の導入が始まる

新規則機第1弾「ヴァルヴレイヴw」投入

パチスロは旧規則機2タイトルの販売

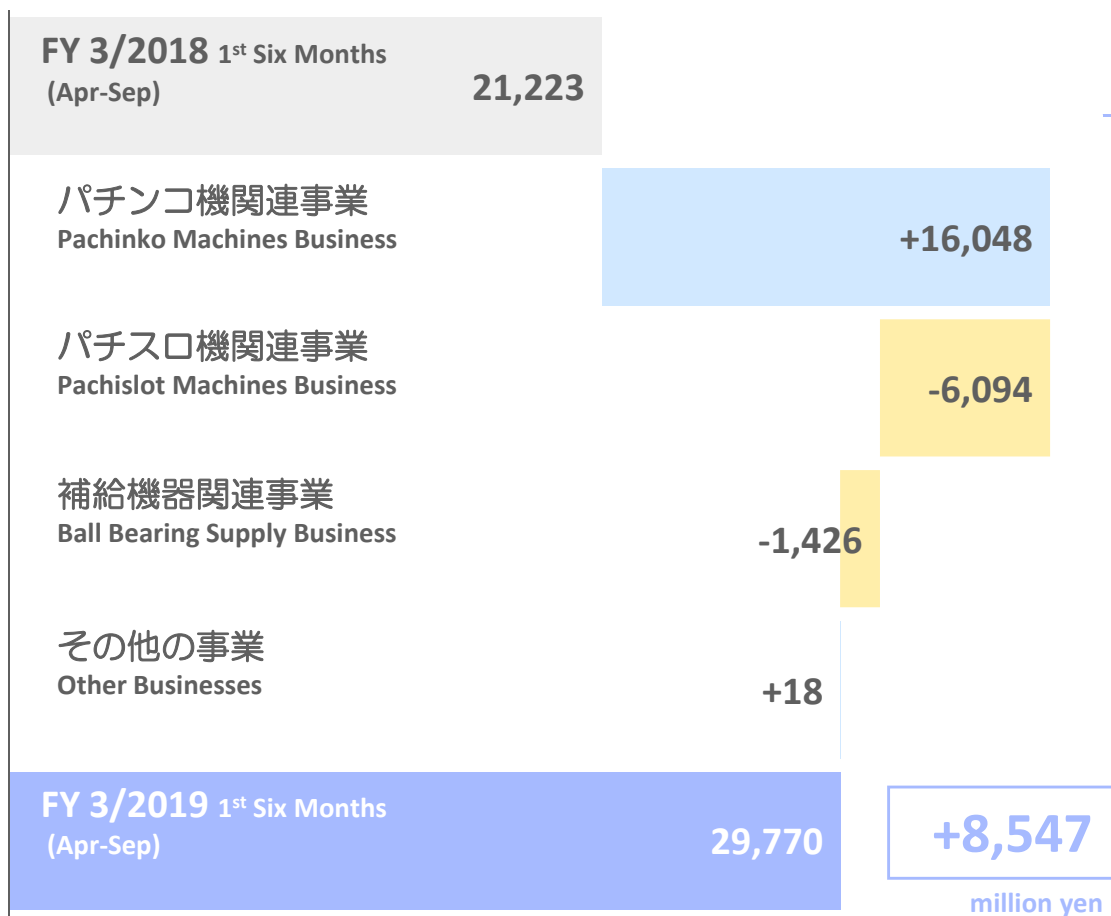
Start of introduction of machines compliant with the new regulations

Launch of *Fever Valvrave the Liberator W*, the first title compliant with the new regulations

Sales of two pachislot titles compliant with the former regulations

million yen	FY 3/2018 6 Months	FY 3/2019 6 Months	YoY	
売上高 Net Sales	21,223 100.0%	29,770 100.0%	+8,547	+40.3%
売上原価 Cost of Sales	10,414 49.1%	12,529 42.1%	+2,115 -7.0pt	+20.3%
売上総利益 Gross Profit	10,809 50.9%	17,241 57.9%	+6,432 +7.0pt	+59.5%
販管費 SG & A Expenses	16,385 77.2%	13,992 47.0%	-2,393 -30.2pt	-14.6%
営業利益 Operating Income	(5,576) -26.3%	3,249 10.9%	+8,825 +37.2pt	
経常利益 Recurring Income	(4,969) -23.4%	3,786 12.7%	+8,755 +36.1pt	
親会社株主に帰属する四半期純利益 Net Income	(3,409) -16.1%	2,904 9.8%	+6,313 +25.8pt	

## Net Sales



	FY 3/2018 6 Months	FY 3/2019 6 Months	YoY
売上高 Net Sales	21,223	29,770	+8,547
パチンコ機関連事業 Pachinko Machines Business	9,673	25,721	+16,048
パチスロ機関連事業 Pachislot Machines Business	7,642	1,548	-6,094
補給機器関連事業 Ball Bearing Supply Business	3,644	2,218	-1,426
その他の事業 Other Businesses	263	281	+18

million yen

FY 3/2018 1<sup>st</sup> Six Months  
(Apr-Sep) 9,673

SANKYO+JBパチンコ機の数増加  
Sales volume of SANKYO-brand and JB-brand  
pachinko machines increases. **+13,836**

SANKYO+JBパチンコ機の価格上昇  
Unit price of SANKYO-brand and JB-brand  
pachinko machines increases. **+2,175**

Blstyパチンコ機の数減少  
Sales volume of Bisty-brand pachinko machines decreases. **-311**

Blstyパチンコ機の価格上昇  
Unit price of Bisty-brand pachinko machines increases. **+115**

その他  
Other factors **+232**

FY 3/2019 1<sup>st</sup> Six Months  
(Apr-Sep) 25,721

25,721

	FY 3/2018 6 Months	FY 3/2019 6 Months	YoY
売上高 Net Sales	9,673	25,721	+16,048
営業利益 Operating Income	(4,321) -44.7%	7,195 28.0%	+11,516
販売台数 Unit Sales of Pachinko Machines	24,448	69,829	+45,381
<b>SANKYO+JB</b>	<b>16,930</b>	<b>63,301</b>	<b>+46,371</b>
Frame	6,667	24,935	+18,268
Gauge	10,263	38,366	+28,103
<b>Bisty</b>	<b>7,518</b>	<b>6,528</b>	<b>-990</b>
Frame	1,163	2,593	+1,430
Gauge	6,355	3,935	-2,420

**+16,048**

million yen

FY 3/2018 1<sup>st</sup> Six Months  
(Apr-Sep)

7,642

SANKYOパチスロ機の数量減少

Sales volume of SANKYO-brand  
pachislot machines decreases.

-5,565

-208

SANKYOパチスロ機の価格減少

Unit price of SANKYO-brand  
pachislot machines decreases.

-136

Bistyパチスロ機の数量減少

Sales volume of Bisty-brand pachislot machines decreases.

0

Bistyパチスロ機の価格差異

Price difference of Bisty-brand pachislot machines

-185

その他

Other factors

1,548

FY 3/2019 1<sup>st</sup> Six Months  
(Apr-Sep)

-6,094

million yen

FY 3/2018

FY 3/2019

YoY

million yen

6 Months

6 Months

売上高

Net Sales

7,642

1,548

-6,094

営業利益

Operating Income

1,257

(1,247)

-2,504

16.4%

(80.6%)

販売台数

Unit Sales of Pachislot Machines

17,754

3,980

-13,774

SANKYO

17,359

3,980

-13,379

Bisty

395

0

-395



## Operating Income

FY 3/2018 1<sup>st</sup> Six Months  
(Apr-Sep) (5,576)

パチンコ機売上総利益の増加  
The gross profit of the pachinko machine sales increases.

+9,373

パチスロ機売上総利益の減少  
The gross profit of the pachislot machine sales decreases.

-3,255

広告宣伝費の減少  
Advertising expenses decreases.

+190

販売手数料の増加  
Sales commission increases.

-10

研究開発費の減少  
R&D expenses decreases.

+2,291

その他  
Other factors

+237

FY 3/2019 1<sup>st</sup> Six Months  
(Apr-Sep) 3,249

3,249

+8,825

million yen

FY 3/2018  
6 Months

FY 3/2019  
6 Months

YoY

million yen

売上高  
Net Sales

21,223

29,770

+8,547

売上原価  
Cost of Sales

10,414

12,529

+2,115

売上総利益  
Gross Profit

10,809

17,241

+6,432

販管費  
SG & A Expenses

16,385

13,992

-2,393

広告宣伝費  
Advertising Expenses

762

572

-190

販売手数料  
Sales Commission

701

711

+10

研究開発費  
R&D Expenses

9,725

7,434

-2,291

営業利益  
Operating Income

(5,576)

3,249

+8,825

million yen	As of 31-Mar-18	As of 30-Sep-18	Change	
当座資産 Quick assets	314,056	297,134	-16,922	売上債権の減少 Decrease in notes and accounts receivable - trade
流動資産 Total current assets	322,660	304,464	-18,196	
投資有価証券 Investment securities	25,015	22,390	-2,625	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	73,631	71,937	-1,694	
<b>資産合計</b> Total assets	<b>396,291</b>	<b>376,402</b>	<b>-19,889</b>	
流動負債 Total current liabilities	30,599	15,370	-15,229	支払手形及び買掛金、電子記録債務の減少 Decreases in notes and accounts payable-trade and electronically recorded obligations-operating
新株予約権付社債 Bonds with subscription rights to shares	20,046	20,036	-10	
固定負債 Total long-term liabilities	28,449	28,485	+36	
<b>負債合計</b> Total liabilities	<b>59,048</b>	<b>43,856</b>	<b>-15,192</b>	
純資産合計 Total net assets	337,242	332,546	-4,696	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</b> Total liabilities and total net assets	<b>396,291</b>	<b>376,402</b>	<b>-19,889</b>	

現金及び現金同等物の期首残高

Cash and cash equivalents at beginning of the period

274,017

営業活動によるキャッシュフロー  
Cash flows from operating activities

+3,271

税金等調整前四半期純利益  
Profit before income taxes and minority interests

+3,784

売上債権の減少  
Decrease in notes and accounts receivable - trade

+13,059

たな卸資産の増加  
Increase in inventories

-1,067

仕入債務の減少  
Decrease in notes and accounts payable - trade

-10,910

その他  
Other factors

-1,595

投資活動によるキャッシュフロー  
Cash flows from investing activities

-3,042

配当金の支払額  
Cash dividends paid

-6,088

財務活動によるキャッシュフロー  
Cash flows from financing activities

-6,092

その他  
Other factors

-4

現金及び現金同等物の期末残高

Cash and cash equivalents at end of the period

268,154

-5,863

million yen

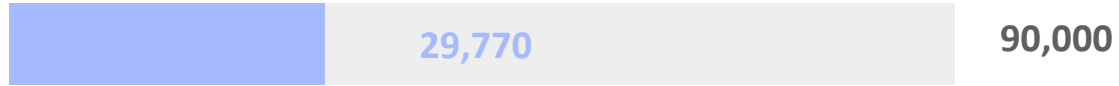
## 販売予定タイトル

## Number of Pachinko/Pachislot Titles to be Released

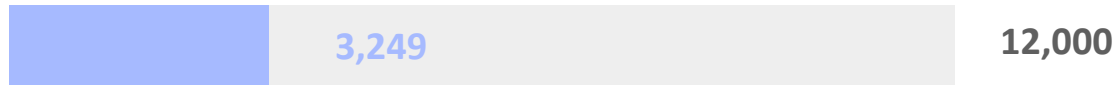
	Q1 Apr-Jun	Q2 Apr-Jun	Q3 Oct-Dec	Q4 Jan-Mar
<b>Pachinko</b>  リユースを除く Excluding Reused Models  <b>12 titles</b>	SANKYO フィーバーR-18 <i>Fever R-18</i>	SANKYO フィーバーアクエリオンW <i>Fever Aquarion w</i>	SANKYO ドラムゴルゴ13 <i>Drum golgo13</i>	SANKYO フィーバーゴルゴ13 <i>Fever golgo13</i>
		Bisty エヴァンゲリオン ドラムVER. <i>Evangelion drum ver.</i>	SANKYO フィーバーバイオハザードリベレーションズ <i>Fever BIOHAZARD REVELATIONS</i>	•
		JB J-RUSH4 <i>J-RUSH 4</i>	SANKYO フィーバー戦姫絶唱シンフォギア LIGHT VER. <i>Fever Symphogear Light Ver.</i>	•
			SANKYO フィーバーエルドラ <i>Fever EL.DORADO</i>	•
<b>Reused Models</b>  パチンコリユース	SANKYO フィーバー機動戦士Zガンダム Y <i>Fever Mobile Suit Zeta GUNDAM Y</i>	SANKYO フィーバー革命機ヴァルヴレイヴW <i>Fever Valvrave the Liberator W</i>		SANKYO Bisty JB
	SANKYO フィーバーLADY GAGA G <i>Fever LADY GAGA G</i>	SANKYO フィーバーR-18 Y <i>Fever R-18 Y</i>		•
		Bisty コードギアスエンペラーロード Y <i>CODE GEASS "Emperor Road" Y</i>		•
<b>Pachislot</b>  <b>5 titles</b>	SANKYO 楽シーサー 30 <i>Tanoshisa 30</i>	SANKYO トータル・イクリプス <i>Total Eclipse</i>		SANKYO パチスロ フィーバー キーンII <i>Pachislot Fever Queen II</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.

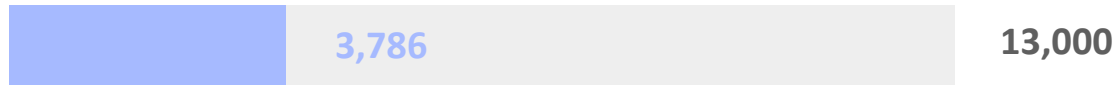
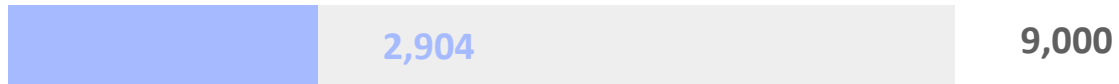
売上高 Net Sales 33.1%



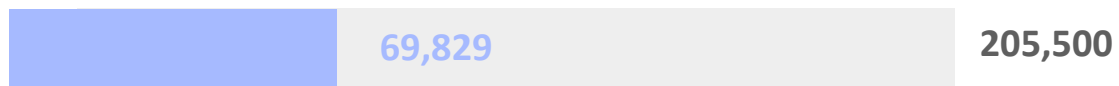
営業利益 Operating Income 27.1%



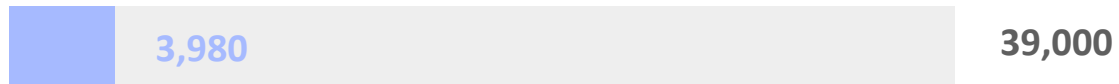
経常利益 Recurring Income 29.1%

親会社株主に帰属する  
四半期純利益 Net Income attributable to owners of parent 32.3%

パチンコ販売台数 Unit Sales of Pachinko Machines 34.0%



パチスロ販売台数 Unit Sales of Pachislot Machines 10.2%



パチンコ 新台4タイトル

パチスロ 新台2タイトル

Pachinko: 4 titles for new machines

Pachislot: 2 title for new machines

# 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 Bill for Basic Law Concerning Countermeasures for Gambling Addiction

IR実施法（特定複合観光施設区域整備法）

IR Development Act (Bill on Development of Specified Complex Tourist Facilities Areas)

2018年7月成立

Enacted in July 2018

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
- リハビリサポート・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)

ホール関係者の

**9割以上が「関心あり！」**

Over 90% of pachinko parlor operators are showing interest!

(Green Belt 8月号)

高設定の活用で集客や差別化を図る

Leverage high payout settings to attract players and achieve differentiation

設定が

**パチンコ市場を快方に**

Payout settings will have a positive impact on the pachinko machine market.

(Green Belt 9月号)

新規則パチンコで変わる市場

Market transformed by pachinko machines compliant with the new regulations

後続に弾みをつける

**『ヴァルヴレイヴ』の稼働**

The utilization of Fever Valvrave the Liberator W will give momentum to introduction of subsequent titles.

(Green Belt 10月号)

設定付き第1弾『ヴァルヴレイヴ』が決めた  
スタートダッシュ

Kick-start of Fever Valvrave the Liberator W, the first title with payout settings





# 6号機時代、開幕！

#6 model era unfolded!

(Green Belt 11月号)

6号機の可能性示した『鏡』の初日稼働

The utilization of HEY! Kagami on the first day of its launch highlighted the possibility of #6 models.

# 脚光浴びる6号機

#6 models in the spotlight

(Green Belt 11月号)

「運用方法が重要になってくる。」

6号機の弾が揃うまで、しっかりとファンを養成」

The approach will be important. Be sure to cultivate players until ample #6 models become available.

ベースが高いため

# 5スロシェアを奪う可能性

Because of their high base rate, #6 models may grab market share from #5 pachislot models. (PIEA 10月号)

11月以降に各社からリリースされる6号機にも同様の活躍を期待したい

It is hoped that #6 models to be released by other manufacturers from November onward will also be well received.



総販売台数

Total number of units sold

横ばい

Flat

販売単価

Unit price

横ばい

Flat

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

5万台以上販売は3タイトル（1月～9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。

3 titles sold 50,000 units or more. (January to September)

Little interest in titles other than major titles; continuation of small-lot sales

## 設定付きパチンコの導入が進む

Introduction of pachinko machines with payout settings is underway.

パラーでは試験導入的な位置づけながら注目を集めている。

Attracting attention, although introduction by pachinko parlors is still on a trial basis

総販売台数

Total number of units sold

YoY  
about **-56%**

販売単価

Unit price

横ばい

Flat

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

2万台以上販売は1タイトル（1月～9月）。  
前年に引き続きバラエティ設置が進む。

1 titles sold 20,000 units or more. (January to September)

Trend toward installing a variety of machines continues from 2017

## 各メーカーからの6.0号機の販売は限定的

Sales of #6.0 models by manufacturers are limited.

型式試験の適合率が低調に推移。

Format inspection pass rate has been low.

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

# 付属資料

Appendix



## Business Results for the First Six Months of FY 3/2019

連結：百万円	Consolidated: million yen	FY3/2018 6 Months	FY3/2019 6 Months	YoY	Forecast Full Year	FY3/2018 Q1	Q2	Q3	Q4	FY3/2019 Q1	Q2
売上高	Net Sales	21,223	29,770	+8,547	90,000	11,108	10,115	24,974	40,023	14,521	15,249
パチンコ	Pachinko	9,673	25,721	+16,048	69,300	5,600	4,073	22,444	35,154	12,700	13,021
パチスロ	Pachislot	7,642	1,548	-6,094	13,500	3,906	3,736	179	3,351	334	1,214
補給機器	Ball Bearing Supply	3,644	2,218	-1,426	6,700	1,479	2,165	2,203	1,399	1,342	876
その他事業	Other Business	263	281	+18	500	122	141	147	120	144	137
売上原価	Cost of Sales	10,414	12,529	+2,115	43,500	5,376	5,038	13,019	19,073	6,361	6,168
売上総利益	Gross Profit	10,809	17,241	+6,432	46,500	5,732	5,077	11,954	20,951	8,160	9,081
販管費	SG & A Expenses	16,385	13,992	-2,393	34,500	8,072	8,313	9,291	7,857	6,784	7,208
営業利益	Operating Income	(5,576)	3,249	+8,825	12,000	(2,340)	(3,236)	2,663	13,094	1,375	1,874
パチンコ	Pachinko	(4,321)	7,195	+11,516	15,800	(1,970)	(2,351)	5,165	13,726	3,254	3,941
パチスロ	Pachislot	1,257	(1,247)	-2,504	1,100	814	443	(1,666)	539	(819)	(428)
補給機器	Ball Bearing Supply	212	81	-131	300	66	146	167	74	37	44
その他事業	Other Business	(284)	(217)	+67	(400)	(165)	(119)	(75)	(130)	(92)	(125)
消去又は全社	Elimination/Corporate	(2,440)	(2,562)	-122	(4,800)	(1,085)	(1,355)	(928)	(1,115)	(1,004)	(1,558)
経常利益	Recurring Income	(4,969)	3,786	+8,755	13,000	(1,818)	(3,151)	3,102	13,186	1,827	1,959
特別利益	Extraordinary Gains	2	0	-2	0	2	0	0	0	0	0
特別損失	Extraordinary Losses	55	2	-53	0	45	10	3	3,208	0	2
当期純利益	Net Income	(3,409)	2,904	+6,313	9,000	(1,167)	(2,242)	2,127	6,832	1,460	1,444
EPS: 円	EPS: yen		35.79		110.87						

## 販売台数：台 Machines sales: units

パチンコ	Pachinko	24,448	69,829	+45,381	205,500	14,936	9,512	56,202	91,269	33,456	36,373
SANKYO+JB	SANKYO+JB	16,930	63,301	+46,371	143,500	8,146	8,784	17,662	73,536	32,737	30,564
Bisty	Bisty	7,518	6,528	-990	62,000	6,790	728	38,540	17,733	719	5,809
パチスロ	Pachislot	17,754	3,980	-13,774	39,000	9,263	8,491	420	11,257	817	3,163
SANKYO	SANKYO	17,359	3,980	-13,379	21,000	8,868	8,491	0	637	817	3,163
Bisty	Bisty	395	0	-395	18,000	395	0	420	10,620	0	0

## Pachinko Machines Business

連結：百万円	Consolidated: million yen	FY3/2018	FY3/2019	YoY	Forecast	FY3/2018				FY3/2019	
		6 Months	6 Months		Full Year	Q1	Q2	Q3	Q4	Q1	Q2
売上高	Net Sales	9,673	25,721	+16,048	69,300	5,600	4,073	22,444	35,154	12,700	13,021
営業利益	Operating Income	(4,321)	7,195	+11,516	15,800	(1,970)	(2,351)	5,165	13,726	3,254	3,941
営業利益率	Percentage	(44.7%)	28.0%	+72.6pt	22.8%	(35.2%)	(57.7%)	23.0%	39.0%	25.6%	30.3%

## 販売台数：台 Machines sales: units

		FY3/2018	FY3/2019	YoY	Forecast	FY3/2018				FY3/2019	
		6 Months	6 Months		Full Year	Q1	Q2	Q3	Q4	Q1	Q2
パチンコ合計	Pachinko	24,448	69,829	+45,381	205,500	14,936	9,512	56,202	91,269	33,456	36,373
SANKYO+JB	SANKYO+JB	16,930	63,301	+46,371	143,500	8,146	8,784	17,662	73,536	32,737	30,564
枠付き	Frame	6,667	24,935	+18,268	62,100	3,548	3,119	3,879	38,459	13,019	11,916
ゲージ盤	Gauge	10,263	38,366	+28,103	81,400	4,598	5,665	13,783	35,077	19,718	18,648
Bisty	Bisty	7,518	6,528	-990	62,000	6,790	728	38,540	17,733	719	5,809
枠付き	Frame	1,163	2,593	+1,430	57,000	648	515	36,437	15,548	608	1,985
ゲージ盤	Gauge	6,355	3,935	-2,420	5,000	6,142	213	2,103	2,185	111	3,824

	Series name		No. of models	Sales: units	
FY 3/2019	フィーバー戦姫絶唱シンフォギア	Fever Symphogear	SANKYO	(Jul-17) 1	21,300
Q1	フィーバーR-18	Fever R-18	SANKYO	(Apr-18) 1	5,400
	フィーバーLADY GAGA G	Fever LADY GAGA G	SANKYO	(Apr-18) 1	--
	フィーバー機動戦士Zガンダム Y	Fever Mobile Suit Zeta GUNDAM Y	SANKYO	(Jun-18) 2	9,100
Q2	フィーバーアクエリオンW	Fever Aquarion w	SANKYO	(Aug-18) 1	14,200
	フィーバー革命機ヴァルヴレイヴ W	Fever Valvrave the Liberator W	SANKYO	(Aug-18) 1	--
	エヴァンゲリオン ドラムVER.	Evangelion drum ver.	Bisty	(Aug-18) 1	--
	J-RUSH4	J-RUSH4	JB	(Sep-18) 2	6,300
	フィーバーR-18 Y	Fever R-18 Y	SANKYO	(Sep-18) 1	--
	コードギアス エンペラーロード Y	CODE GEASS "Emperor Road" Y	Bisty	(Sep-18) 1	--
Q3	フィーバードラムゴルゴ13	Fever drum Golgo13	SANKYO	(Oct-18) 1	
	フィーバーバイオハザード リベレーションズ	Fever BIOHAZARD REVELATIONS	SANKYO	(Nov-18) 1	
	フィーバー戦姫絶唱シンフォギア LIGHT VER	Fever Symphogear light ver	SANKYO	(Nov-18) 1	
	フィーバーエルドラ	Fever EL.DORADO	SANKYO	(Dec-18) 1	
					<b>Total</b>
					<b>69,829</b>

## Pachislot Machines Business

		FY3/2018	FY3/2019		Forecast	FY3/2018				FY3/2019	
連結：百万円	Consolidated: million yen	6 Months	6 Months	YoY	Full Year	Q1	Q2	Q3	Q4	Q1	Q2
売上高	Net Sales	7,642	1,548	-6,094	13,500	3,906	3,736	179	3,351	334	1,214
営業利益	Operating Income	1,257	(1,247)	-2,504	1,100	814	443	(1,666)	539	(819)	(428)
営業利益率	Percentage	16.4%	(80.6%)	-97.0pt	8.1%	20.8%	11.9%	(930.7%)	16.1%	(245.2%)	(35.3%)

## 販売台数：台 Machines sales: units

		FY3/2018	FY3/2019	YoY	Forecast	FY3/2018				FY3/2019	
パチスロ合計	Pachislot	17,754	3,980	-13,774	39,000	9,263	8,491	420	11,257	817	3,163
SANKYO	SANKYO	17,359	3,980	-13,379	21,000	8,868	8,491	0	637	817	3,163
Bisty	Bisty	395	0	-395	18,000	395	0	420	10,620	0	0

## Series name

## Sales: units

## Total

## FY 3/2019

Q1	楽シーサー 30	Tanoshisa 30	SANKYO	(May-18)	--	
Q2	トータル・イクリプス	Total Eclipse	SANKYO	(Jul-18)	--	3,980



## 売上総利益率／営業利益率

## GP Margin/OP Margin

連結	Consolidated	FY3/2018	FY3/2019	YoY	Forecast	FY3/2018				FY3/2019	
		6 Months	6 Months		Full Year	Q1	Q2	Q3	Q4	Q1	Q2
売上総利益率	GP Margin	50.9%	57.9%	+7.0pt	51.7%	51.6%	50.2%	47.9%	52.3%	56.2%	59.6%
営業利益率	OP Margin	(26.3%)	10.9%	+37.2pt	13.3%	(21.1%)	(32.0%)	10.7%	32.7%	9.5%	12.3%

## 販売費及び一般管理費

## SG &amp; A Expenses

連結：百万円	Consolidated: million yen	FY3/2018	FY3/2019	YoY	Forecast	FY3/2018				FY3/2019	
		6 Months	6 Months		Full Year	Q1	Q2	Q3	Q4	Q1	Q2
販売手数料	Sales Commission	701	711	+10	4,637	481	220	2,065	1,542	261	450
広告宣伝費	Advertising Expenses	762	572	-190	1,958	324	438	410	759	152	420
研究開発費	R&D Expenses	9,725	7,434	-2,291	17,580	4,753	4,972	4,574	3,183	3,807	3,627
給与手当	Salaries & Wages	1,249	1,297	+48	3,184	629	620	1,085	724	653	644
その他	Others	3,948	3,978	+30	7,141	1,885	2,063	1,157	1,649	1,911	2,067

連結：百万円 Consolidated: million yen		FY3/2018	FY3/2019	YoY	Forecast	FY3/2018				FY3/2019	
		6 Months	6 Months		Full Year	Q1	Q2	Q3	Q4	Q1	Q2
設備投資額	Capital Expenditure	1,751	1,178	-573	3,192	871	880	357	495	833	345
減価償却費	Depreciation & Amortizati	1,223	1,219	-4	3,055	562	661	882	976	557	662

連結 Consolidated		FY3/2018	FY3/2019	YoY	Forecast	FY3/2018				FY3/2019	
		6 Months	6 Months		Full Year	Q1	Q2	Q3	Q4	Q1	Q2
従業員数	No. of Employees	1,046	1,001	-45	1,023	1,051	1,046	1,036	1,026	1,009	1,001
開発人員数	No. of R&D Staff	327	302	-25	292	328	327	322	316	308	302

間接販売比率（累計） Indirect Sales Ratio		FY3/2018	FY3/2019	YoY	Forecast	FY3/2018				FY3/2019	
		6 Months	6 Months		Full Year	Q1	Q2	Q3	Q4	Q1	Q2
SANKYO+JB Pachinko		31.2%	29.4%	-1.8pt	31.9%	31.6%	31.2%	32.9%	31.2%	29.4%	29.4%
SANKYO Pachislot		41.4%	37.6%	-3.8pt	41.5%	41.8%	41.4%	41.4%	41.2%	29.7%	37.6%

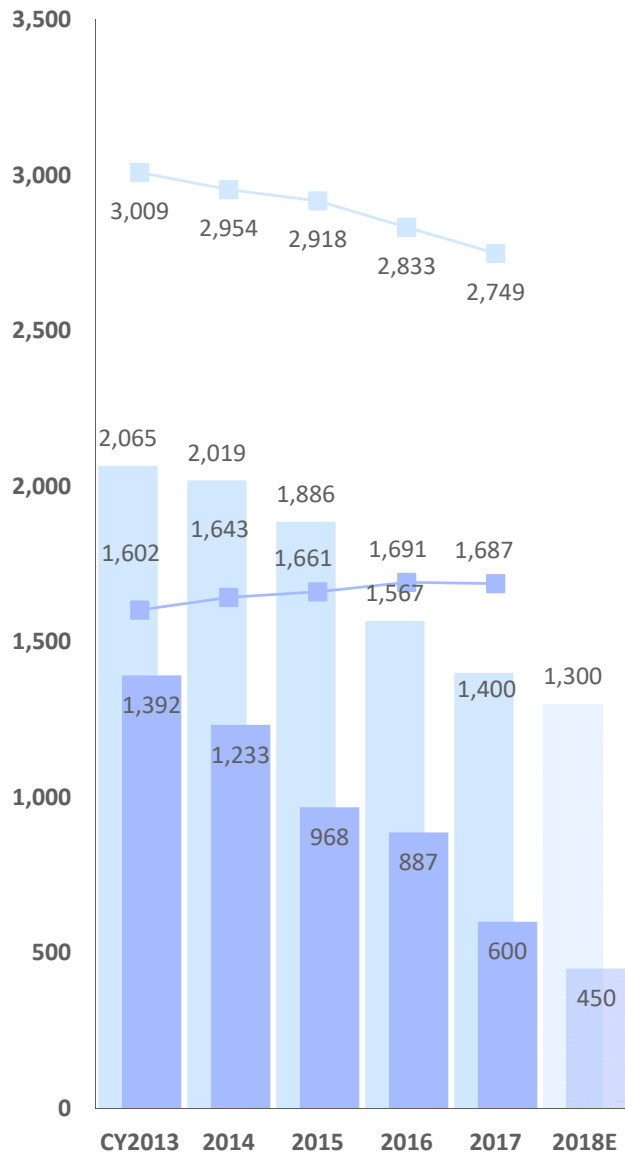
## Return on Equity

	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	

# パチンコ/パチスロ市場

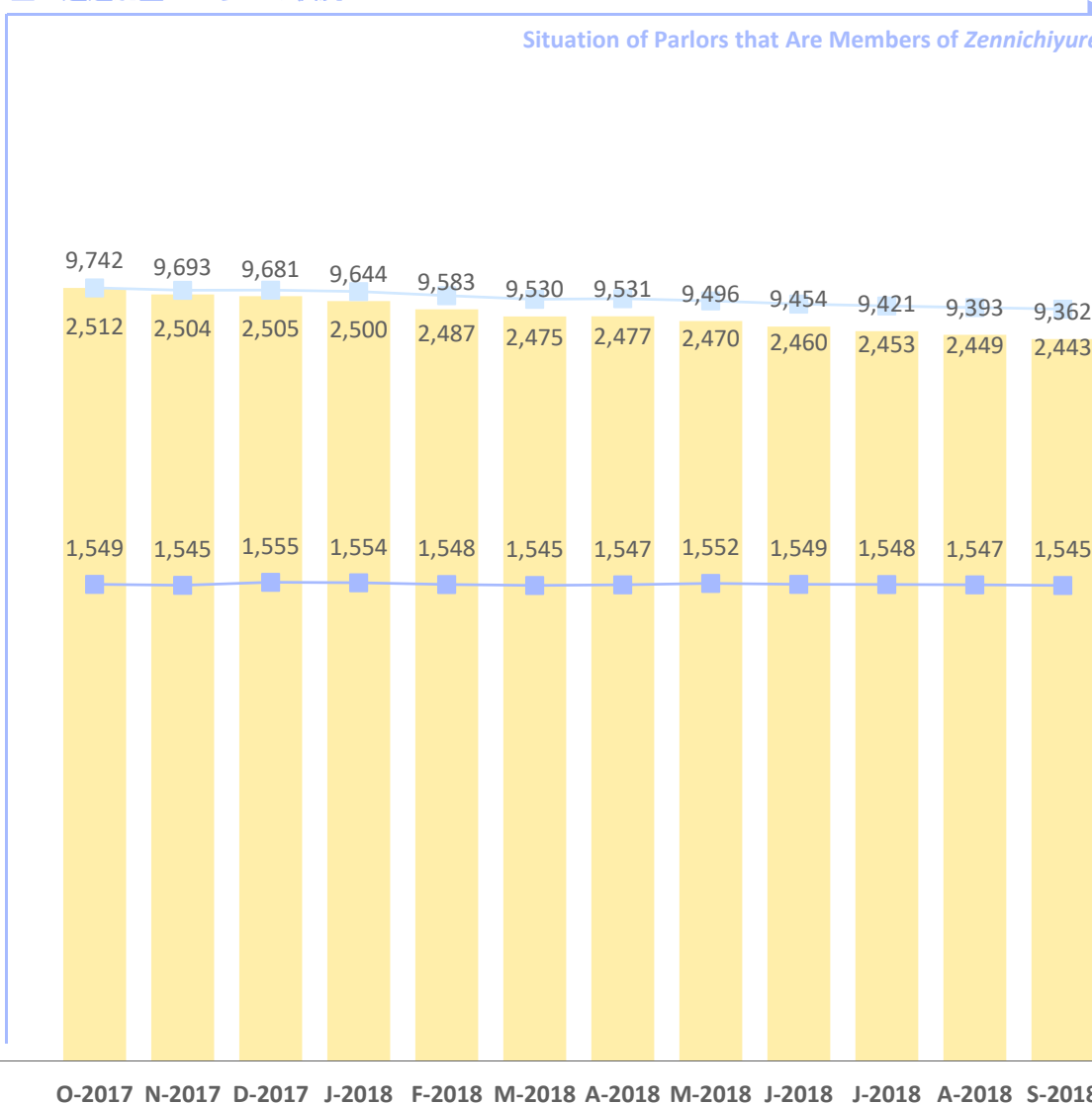
## Pachinko/Pachislot Machine Market

thou. units



全日遊連加盟パラーの状況

Situation of Parlors that Are Members of Zennichiyuren

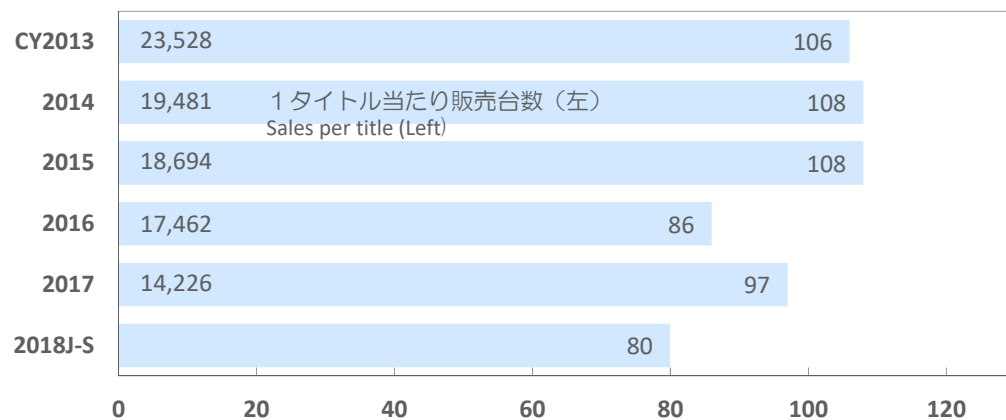


- パチンコ設置台数  
No. of installed Pachinko Machines
- パチンコ販売台数  
No. of Shipped Pachinko Machines
- パチスロ設置台数  
No. of installed Pachislot Machines
- パチスロ販売台数  
No. of Shipped Pachislot Machines
- 営業中の店舗数  
No. of outlets currently in operation

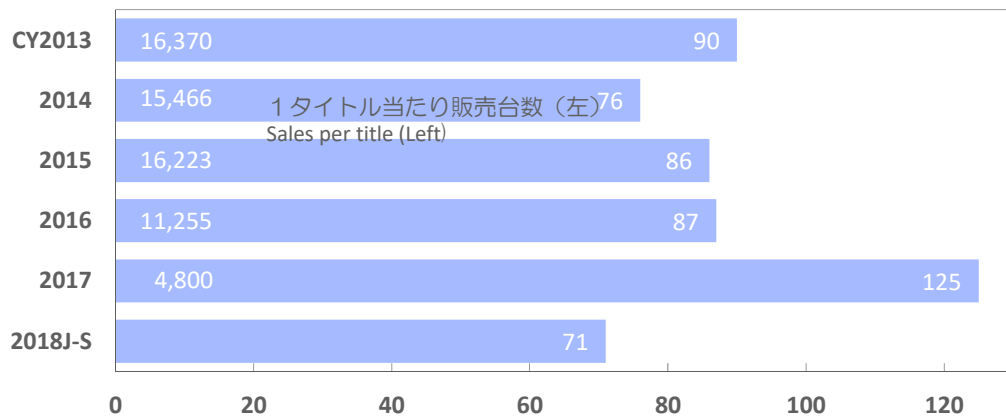
## 販売タイトル数推移（全メーカー）

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-S
受付	Applicant	503	613	731	864	875	478
適合	Pass	412	505	519	396	361	236
不適合	Fail	71	97	172	458	463	245
SANKYO+JB		28	40	38	39	34	24
Bisty		10	10	8	8	6	4
SANKYO Group Total		38	50	46	47	40	28

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-S
受付	Applicant	629	526	650	736	913	360
適合	Pass	251	203	250	300	326	150
不適合	Fail	391	342	328	444	494	260
SANKYO		9	9	21	7	15	5
Bisty		14	0	11	8	3	1
SANKYO Group Total		23	9	32	15	18	6

パロットを含む  
including Palot

## Contact Us



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### 【見通しに関する注意事項】

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