



# 2021年3月期 第1四半期決算説明資料

株式会社SANKYO  
2020.8.7

Presentation on Business Results  
for the First Quarter of FY 3/2021  
(April 1, 2020 to June 30, 2020)

1<sup>st</sup> Sec. of the TSE #6417  
Current Price: ¥ 2,696 (August 6, 2020)  
Shares Outstanding: 69.5 million  
Market Cap: ¥ 187,634 million

銘柄コード 6417  
SANKYO CO., LTD.

<b>2</b>	<b>2021年3月期 第1四半期総括</b>	<b>Overview of the First Quarter of FY 3/2021</b>	<b>2</b>
3	決算ハイライト	Financial Highlights	3
4	連結損益計算書	Consolidated Statements of Income	4
5	連結売上高	Net Sales	5
6	パチンコ機関連事業	Pachinko Machines Business	6
7	パチスロ機関連事業	Pachislot Machines Business	7
8	連結営業利益	Operating Income	8
9	連結貸借対照表	Consolidated Balance Sheets	9
<b>10</b>	<b>市場の見通しと当社の取り組み</b>	<b>Market Forecasts and SANKYO's Initiatives</b>	<b>10</b>
11	旧規則機の取扱いについて：パチンコ	Dealing with Pachinko Machines with the Former Regulations	11
12	旧規則機の取扱いについて：パチスロ	Dealing with Pachislot Machines with the Former Regulations	12
13	新型コロナウイルスによる業界の影響状況	Circumstances of Pachinko and Pachislot Industry Affected by the COVID-19	13
14	パチンコ・パチスロ市場（1月～6月）	Pachinko and Pachislot Machine Market (January to June)	14
15	当社のパチンコ・パチスロ市場における取り組み	Initiatives in Pachinko and Pachislot Machine Markets	15
16	販売予定タイトル	Number of Pachinko/Pachislot Titles to be Released	16
<b>17</b>	<b>2021年3月期予想</b>	<b>Forecast of FY 3/2021</b>	<b>17</b>
18	パチンコ市場	Pachinko Machine Market	18
19	パチスロ市場	Pachislot Machine Market	19
20	業績予想ハイライト	Highlight of Financial Results Forecast	20
21	2021年3月期 業績予想に対する進捗	Progress up to the First Quarter of FY 3/2021	21
22	連結売上高	Net Sales	22
23	パチンコ機関連事業	Pachinko Machines Business	23
24	パチスロ機関連事業	Pachislot Machines Business	24
25	連結営業利益	Operating Income	25
26	株主還元方針	Policy on Return of Profits to Shareholders	26
<b>27</b>	<b>付属資料</b>	<b>Appendix</b>	<b>27</b>
28	2021年3月期 第1四半期実績	Business Results for the First Quarter of FY 3/2021	28
29	パチンコ機関連事業	Pachinko Machines Business	29
30	パチスロ機関連事業	Pachislot Machines Business	30
31	売上総利益率／営業利益率	GP Margin/OP Margin	31
32	ROE	Return on Equity	32
33	パチンコ／パチスロ市場	Pachinko/Pachislot Machine Market	33
34	その他	Others	34

# 2021年3月期 第1四半期総括

Overview of the First Quarter of FY 3/2021

## Financial Highlights

**売上高**  
 Net Sales **17,960** million yen  
 YoY 58.2%

**営業利益**  
 Operating Income **3,752** million yen  
 YoY -%

親会社株主に帰属する  
**当期純利益**  
 Net Income **3,259** million yen  
 attributable to owners of parent  
 YoY -%

**EPS**  
 Earnings per share **53.28** yen

**パチンコ販売台数**  
 Pachinko machines **33,327** unit  
 YoY 75.4%

**パチスロ販売台数**  
 Pachislot machines **314** unit  
 YoY -95.2%

## Pachinko Pachislot Market

- 新型コロナウイルス感染症拡大により、パチンコでは、集客等を目的とした広告宣伝の自粛、全国的な休業を余儀なくされる

Owing to the impact of the COVID-19 pandemic, pachinko parlors refrained from advertising and sales promotion designed to attract players, and moreover were compelled to temporarily suspend business operations nationwide

- 営業再開後の客足の戻りは鈍く、パチンコの新機種購買意欲の回復にはしばらく時間を要する可能性も

Players have been slow to return following pachinko parlors' resumption of operation, and recovery of pachinko parlor operators' willingness to purchase new models may take a while.

## SANKYO Group

新規パチンコ機：2タイトル Pachinko: 2 titles for new machines  
 新規パチスロ機：0タイトル Pachislot: 0 title for new machines

- フィーバー戦姫絶唱シンフォギア2（2020年4月発売）は、発売直後より高稼働をキープしており、前作同様ファン・パチンコから好評を博し、追加受注を獲得

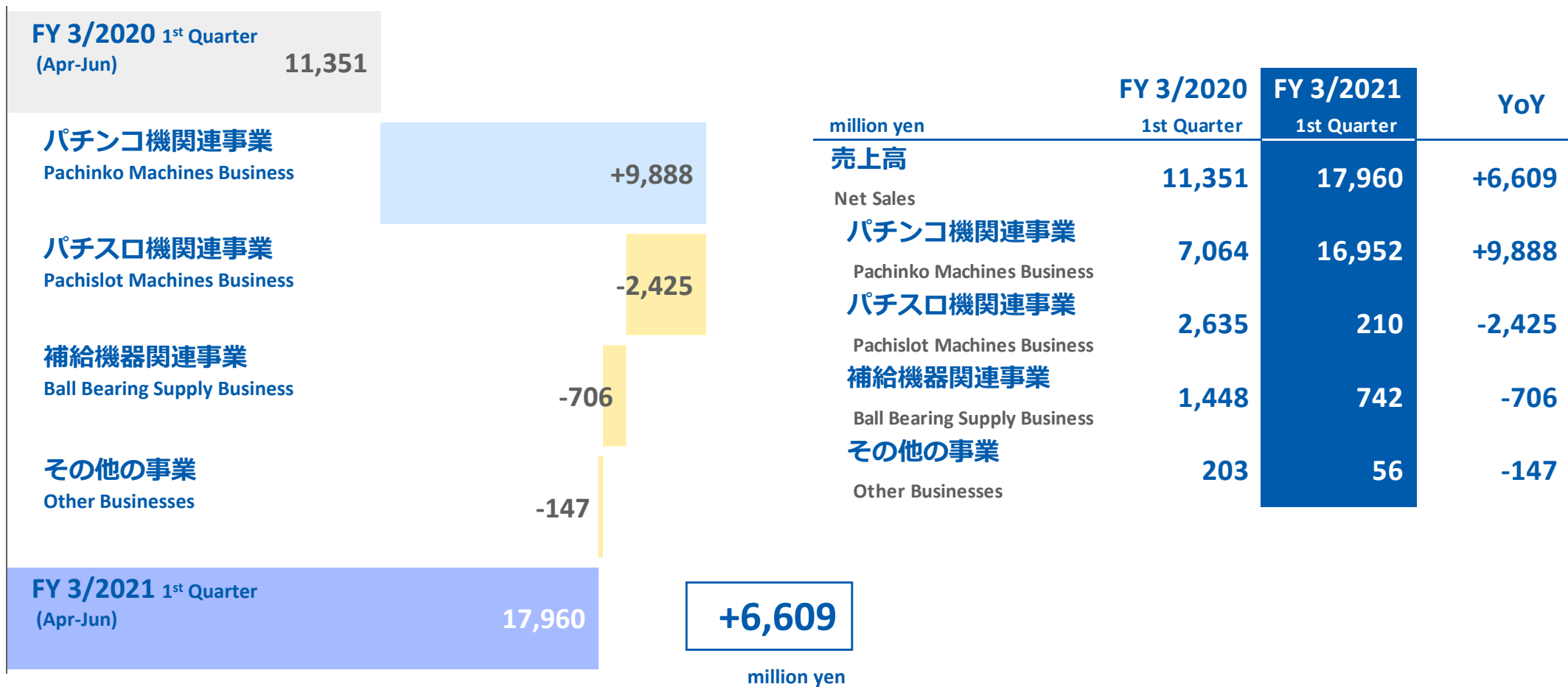
*Fever Symphogear 2* (launched in April 2020), which, like its predecessor, was well received by players and pachinko parlors, has been maintaining high utilization since its launch and we have received additional orders.

# 連結損益計算書

## Consolidated Statements of Income

million yen	FY 3/2020	FY 3/2021	YoY	
	1st Quarter	1st Quarter		
<b>売上高</b>	<b>11,351</b>	<b>17,960</b>	<b>+6,609</b>	<b>+58.2%</b>
Net Sales	100.0%	100.0%		
<b>売上原価</b>	<b>5,279</b>	<b>8,809</b>	<b>+3,530</b>	<b>+66.9%</b>
Cost of Sales	46.5%	49.0%	+2.5pt	
<b>売上総利益</b>	<b>6,071</b>	<b>9,151</b>	<b>+3,080</b>	<b>+50.7%</b>
Gross Profit	53.5%	51.0%	-2.5pt	
<b>販管費</b>	<b>6,667</b>	<b>5,399</b>	<b>-1,268</b>	<b>-19.0%</b>
SG & A Expenses	58.7%	30.1%	-28.7pt	
<b>営業利益</b>	<b>(596)</b>	<b>3,752</b>	<b>+4,348</b>	
Operating Income	-5.3%	20.9%	+26.1pt	
<b>経常利益</b>	<b>(155)</b>	<b>4,181</b>	<b>+4,336</b>	
Recurring Income	-1.4%	23.3%	+24.6pt	
<b>親会社株主に帰属する Net Income</b>	<b>(93)</b>	<b>3,259</b>	<b>+3,352</b>	
attributable to owners of parent	-0.8%	18.1%	+19.0pt	
	<b>四半期純利益</b>			

## Net Sales



## Pachinko Machines Business

FY 3/2020 1<sup>st</sup> Quarter  
 (Apr-Jun) 7,064

### SANKYO+JBパチンコ機の数増加

Sales volume of SANKYO-brand and JB-brand pachinko machines increases.

+4,918

### SANKYO+JBパチンコ機の価格上昇

Unit price of SANKYO-brand and JB-brand pachinko machines increases.

+6,341

### Bistyパチンコ機の数減少

Sales volume of Bisty-brand pachinko machines decreases.

-708

### Bistyパチンコ機の価格下落

Unit price of Bisty-brand pachinko machines decreases.

-38

### その他

Other factors

-625

FY 3/2021 1<sup>st</sup> Quarter  
 (Apr-Jun) 16,952

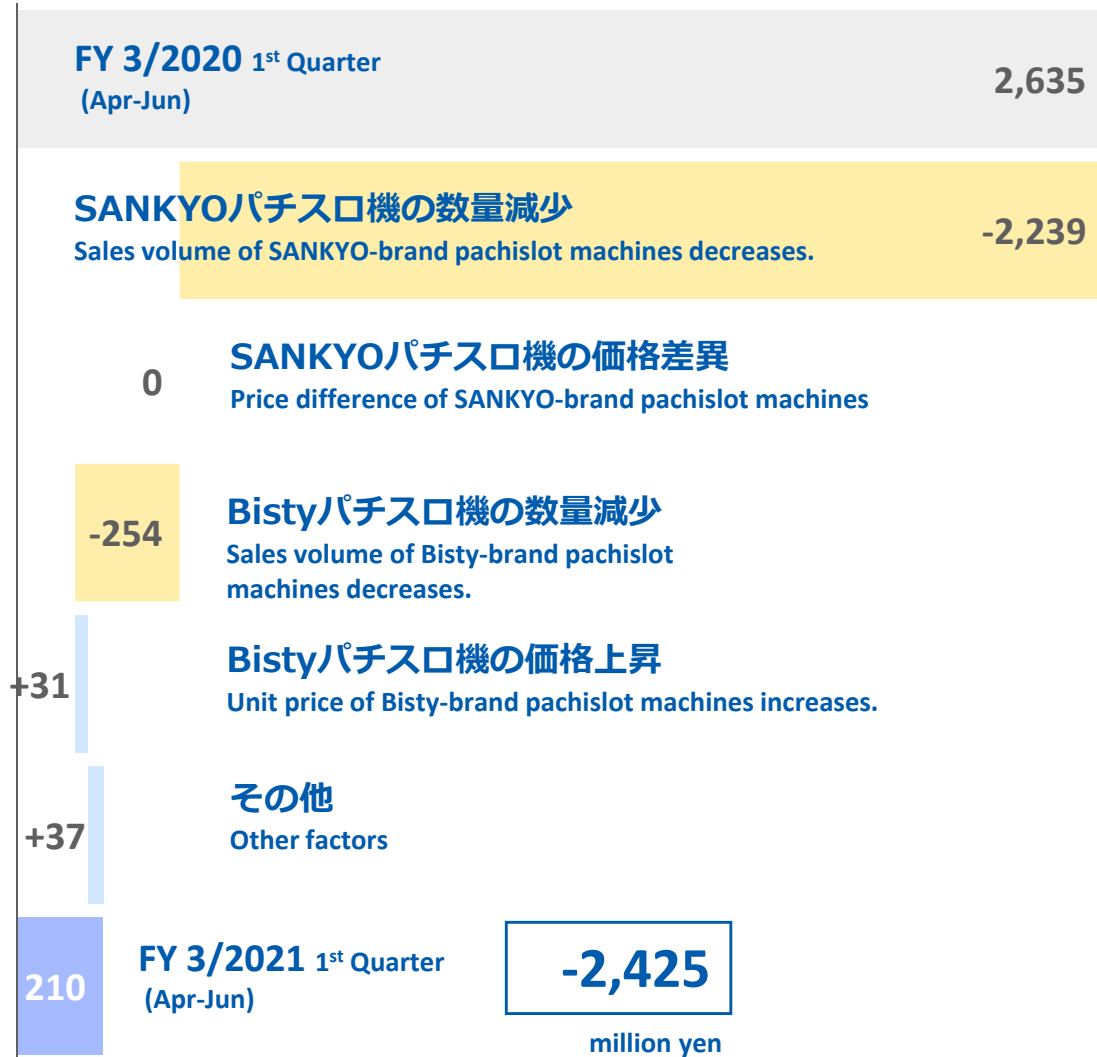
16,952

**+9,888**

million yen

million yen	FY 3/2020 1st Quarter	FY 3/2021 1st Quarter	YoY
<b>売上高</b>			
Net Sales	7,064	16,952	+9,888
<b>営業利益</b>			
Operating Income	(238) -3.4%	5,408 31.9%	+5,646
<b>販売台数</b>			
Unit Sales of Pachinko Machines	18,997	33,327	+14,330
<b>SANKYO+JB</b>	16,401	32,409	+16,008
Frame	4,000	30,870	+26,870
Gauge	12,401	1,539	-10,862
<b>Bisty</b>	2,596	918	-1,678
Frame	2,559	864	-1,695
Gauge	37	54	+17

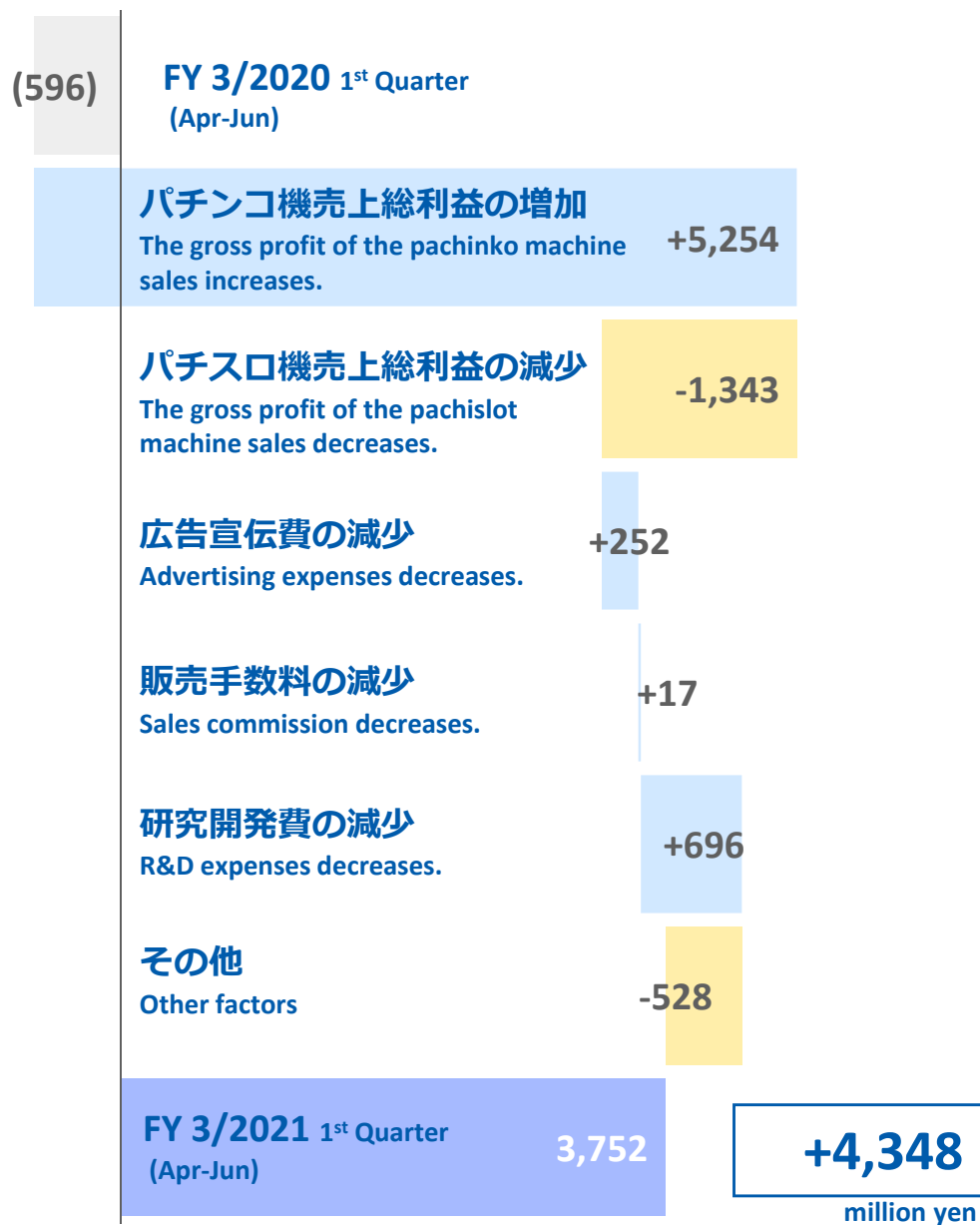
## Pachislot Machines Business



million yen	FY 3/2020 1st Quarter	FY 3/2021 1st Quarter	YoY
売上高 Net Sales	2,635	210	-2,425
営業利益 Operating Income	718 27.2%	(722) (343.8%)	-1,440
販売台数 Unit Sales of Pachislot Machines	6,531	314	-6,217
SANKYO	5,244	0	-5,244
Bisty	1,287	314	-973



## Operating Income



million yen	FY 3/2020 1st Quarter	FY 3/2021 1st Quarter	YoY
売上高 Net Sales	11,351	17,960	+6,609
売上原価 Cost of Sales	5,279	8,809	+3,530
売上総利益 Gross Profit	6,071	9,151	+3,080
販管費 SG & A Expenses	6,667	5,399	-1,268
広告宣伝費 Advertising Expenses	374	122	-252
販売手数料 Sales Commission	309	292	-17
研究開発費 R&D Expenses	3,555	2,859	-696
営業利益 Operating Income	(596)	3,752	+4,348

# 連結貸借対照表

## Consolidated Balance Sheets

million yen	As of 31-Mar-20	As of 30-Jun-20	Change	
当座資産 Quick assets	259,589	258,172	-1,417	現預金の増加、売上債権および有価証券の減少 Decrease in notes and accounts receivable - trade and marketable securities, and Increase in cash and deposit
流動資産 Total current assets	276,041	267,352	-8,689	
投資有価証券 Investment securities	13,035	13,334	+299	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	49,190	48,648	-542	
<b>資産合計 Total assets</b>	<b>325,232</b>	<b>316,000</b>	<b>-9,232</b>	
流動負債 Total current liabilities	47,224	38,534	-8,690	支払手形及び買掛金の減少 Decreases in notes and accounts payable-trade
新株予約権付社債 Bonds with subscription rights to shares	20,006	20,001	-5	
固定負債 Total long-term liabilities	8,486	8,505	+19	
<b>負債合計 Total liabilities</b>	<b>55,711</b>	<b>47,039</b>	<b>-8,672</b>	
純資産合計 Total net assets	269,521	268,960	-561	配当金の支払いを減算、当期利益を加算 Decrease due to cash dividends paid and increase due to Net Income
<b>負債純資産合計 Total liabilities and total net assets</b>	<b>325,232</b>	<b>316,000</b>	<b>-9,232</b>	

# 市場の見通しと当社の取り組み

Market Forecasts and SANKYO's Initiatives



# 旧規則機の取扱いについて：パチスロ機

## Dealing with Pachislot Machines with the Former Regulations

※タイプ別台数は当社推計

\*The number of machines by type is based on SANKYO's estimate.

2020年12月31日以前に当初の  
検定・認定期間が切れる

Machines whose initial certification  
and inspection expired before  
December 31, 2020

2021年1月1日以降に当初の  
検定・認定期間が切れる

Machines whose initial certification  
and inspection expired after  
January 1, 2021

2020

2021

5 6 7 8 9 10 11 12 1 2 3 4 5 6 7 8 9 10 11

① 高射幸性遊技機 High gambling machines



約 10万台

About  
100 Thousand units

当初の認定期限までに撤去  
Have to be removed by initial inspection deadline

② ノーマルタイプ Normal type machines



約 17万台

About  
170 Thousand units

当初の検定・認定期限から7カ月（210日）以内に撤去  
（ただし、オリンピック期間である7～9月は除外）

Removal within 7 months (210 days) from the initial date of expiry of validity of inspection and certification (excluding July-September period corresponding to Olympics)

③ ①②以外のパチスロ Pachislot except for pachislot(①and②)



約 10万台

About  
100 Thousand units

5/20時点の設置台数を100とし、12/31までに毎月15%を目安に撤去

The rough target is to remove every month through December 31 15% of the pachinko/pachislot machines installed as of May 20.

④ すべてのパチスロ All of the pachislot

About  
680 Thousand units



約 68万台

1/31時点の設置台数を100とし、11/30までに毎月15%を目安に撤去  
（ただし、オリンピック期間である7～9月は除外）

The rough target is to remove every month through November 30 15% of the pachinko/pachislot machines installed as of January 31. (excluding July-September period corresponding to Olympics)

5月

### 緊急事態宣言下の臨時休業により、パールの経営状況は悪化

Pachinko parlor operators' financial conditions deteriorated owing to temporary closure under the declaration of the state of emergency.

全国9割以上のパールのが、政府・地方自治体による休業要請に従い、休業を実施

Over 90% of pachinko parlors nationwide temporarily suspended operation in response to the request for closure by the national government and local governments.

### 都道府県ごとにパールの営業が徐々に再開

Parlors gradually restarted its operation in each prefectures

感染症の不安から客足の戻りは鈍く、新機種購買意欲も本格的な回復に至らず

Players have been slow to return owing to anxiety about infection and a decisive recovery of willingness to purchase new models has yet to materialize.

6月

### 6月の遊技機販売台数は少数にとどまる

Sales of unit of June were limited to small

7月以降、徐々に新規タイトルの投入が開始される

Manufacturers gradually started to introduce new titles after July

7月

### パールの稼働状況は回復基調へ

Machine utilization at pachinko parlors is on a recovery trend.

4月～5月の最悪期を脱し、日を追うごとに稼働は回復

Machine utilization is recovering day by day, following the dire situation in April and May.

### 9月以降、パールの購買意欲の回復を見込む

Recovery of pachinko parlor operators' willingness to purchase new models is suppose to be after September

有カタイトルを含め、メーカーの新機種供給も進む

Manufacturers will advance supply of new models including popular titles

### Pachinko

総販売台数 (1月～6月)  
Total number of units sold  
(January to June)

約**41**万台  
About 410 Thousand units

YoY  
about **-18%**

3万台以上販売は3タイトル（1月～6月）  
3 titles sold 30,000 units or more. (January to June)

### Pachislot

総販売台数 (1月～6月)  
Total number of units sold  
(January to June)

約**23**万台  
About 230 Thousand units

YoY  
about **-5%**

2万台以上販売は4タイトル（1月～6月）  
4 titles sold 20,000 units or more. (January to June)

- **コロナ禍による、開発の進捗や部材調達への影響は僅少**  
COVID-19 has had only a minor impact on the progress of development and parts procurement.
- **型式試験の適合状況によっては、販売スケジュールに影響が発生する可能性あり**  
Sales schedule may be affected, depending on the situation of compliance with format inspection.

### Q1 Apr-Jun

#### ✓ **新解釈基準機への迅速な対応**

Swift response to the new regulations

「フィーバー真花月2 夜桜バージョン」を投入  
Introduction of "Fever Shinkagetsu 2 Yozakura Version"

#### ✓ **ヒット機種後継機の投入**

Introduction of hit models' successors

「フィーバー戦姫絶唱シンフォギア2」を投入  
Introduction of "Fever Symphogear 2"

発売直後より高稼働をキープしており、前作同様ファン・パーラーから好評を博し、追加受注をいただく  
Fever Symphogear 2 (launched in April 2020), which, like its predecessor, was well received by players and pachinko parlors, has been maintaining high utilization since its launch and we have received additional orders.

### From Q2 onward Q2以降

#### ✓ **パーラーの購買意欲を見極め、販売スケジュールは柔軟に対応**

Flexibly adjust the sales schedule by grasping pachinko parlor operators' willingness to purchase.

足元ではリユース機を中心に展開  
Centering on reuse models for the time being.

#### ✓ **新解釈基準機の普及・定着**

Diffusion and entrenchment of machines compliant with the new Standards for Interpretation of Technical Standards

新解釈基準機の適合の積み重ね

Building up a successful record of format inspection passes for machines compliant with the new Standards for Interpretation of Technical Standards

新解釈基準の特徴を活かした商品の投入

Introduction of machines which capitalized on the characteristics of the new Standards for Interpretation of Technical Standards



# 販売予定タイトル

## Number of Pachinko/Pachislot Titles to be Released

	Q1 Apr-Jun	Q2 Jul-Sep	From Q3 onward Q3以降
<b>Pachinko</b> リユースを除く Excluding Reused Models  8 titles	<b>SANKYO</b> フィーバー戦姫絶唱シンフォギア2 <i>Fever Symphogear 2</i>		<b>JB</b> フィーバークイーン II <i>Fever Queen II</i>
	<b>SANKYO</b> フィーバー真花月2 夜桜バージョン <i>Fever ShinKagetsu 2 Yozakura ver.</i>		<b>SANKYO</b> <b>JB</b> x 4  <b>Bisty</b> x 1
<b>Reused Models</b> パチンコリユース	<b>SANKYO</b> フィーバートータル・イクリプス LIGHT ver. <i>Fever TOTAL ECLIPSE LIGHT ver.</i>	<b>SANKYO</b> フィーバー バイオハザードリベレーションズ2 <i>Fever BIOHAZARD REVELATIONS 2</i> Light ver. & Light middle ver.	<b>Bisty</b> 新世紀エヴァンゲリオン 決戦 ~真紅~ <i>NEON GENESIS EVANGELION</i> Decisive Battle -Crimson-
		<b>SANKYO</b> フィーバーアクエリオンALL STARS <i>Fever Aquarion ALL STARS Light ver.</i>	
<b>Pachislot</b>  3 titles		<b>Bisty</b> シャア専用パチスロ 逆襲の赤い彗星 <i>Pachislot for CHAR AZNABLE</i> -RED COMET's Counterattack-	<b>SANKYO</b> x 1  <b>Bisty</b> x 1

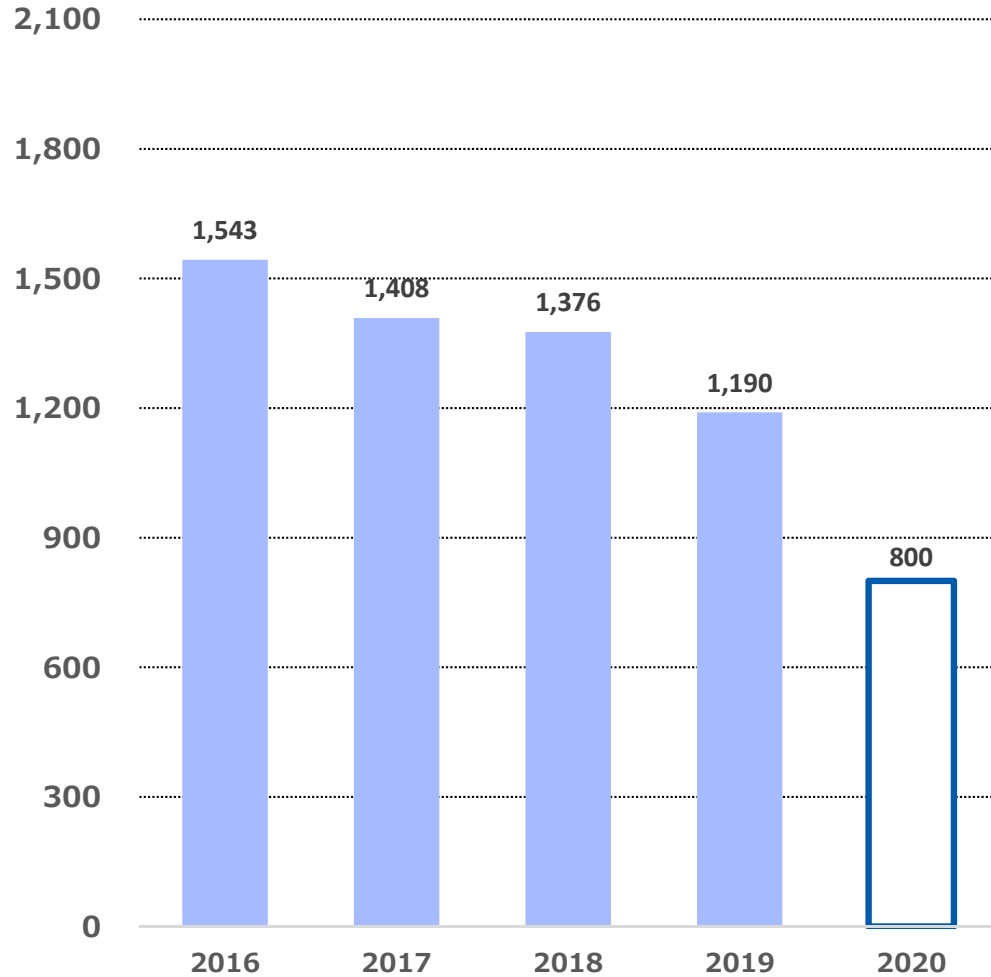
販売予定タイトルにつきましては現時点における計画であり、変更になる可能性もあります。

Introduction of titles is in line with the current plan to date, but may be subject to changes.

# 2021年3月期予想

Forecast of FY 3/2021

Thousand units



Source: Yano Research Institute

※2019実績は当社推計値

※Figures for 2019 are SANKYO's estimates.

### 総販売台数予測

Sales volume forecast

# 800

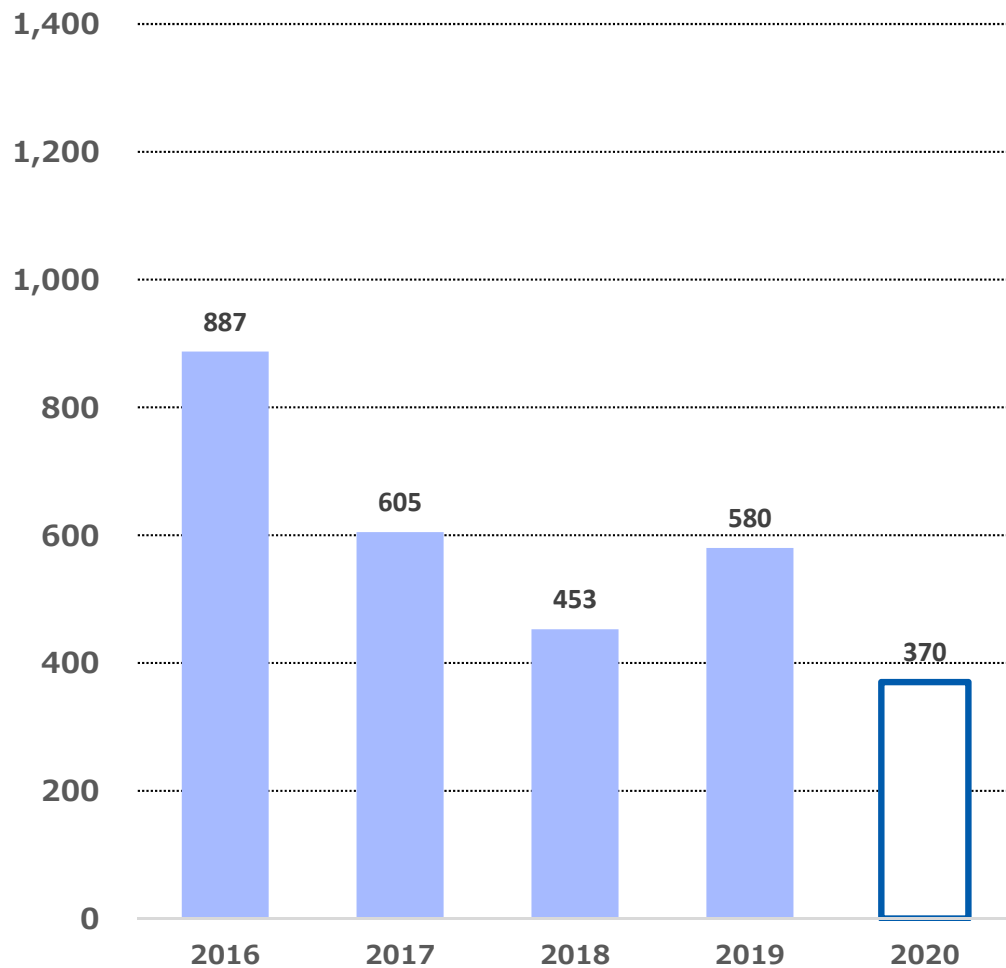
千台

Thousand units

### 2019年度の実績：約1,190千台

Approx. 1,190,000 units were sold in FY2019.

Thousand units



Source: Yano Research Institute

※2019実績は当社推計値

※Figures for 2019 are SANKYO's estimates.

### 総販売台数予測

Sales volume forecast

**370** 千台  
Thousand units

### 2019年度の実績：約580千台

Approx. 580,000 units were sold in FY2019.

# 業績予想ハイライト

## Highlight of Financial Results Forecast

**売上高**  
Net Sales **73,500** million yen  
YoY -6.3 %

**営業利益**  
Operating Income **8,000** million yen  
YoY -36.3 %

**EPS**  
Earnings per share **101.34** yen  
YoY -82.09 yen

**DPS**  
Dividends per share **150.00** yen  
Unchanged

**パチンコ販売台数**  
Unit Sales of Pachinko Machines **150,000** Units  
YoY +0.3%

**販売シェア**  
Market share **18-19** %

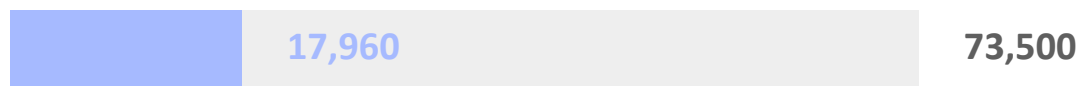
**パチスロ販売台数**  
Unit Sales of Pachislot Machines **28,000** Units  
YoY -3.0%

**販売シェア**  
Market share **7-8** %

# 2021年3月期 業績予想に対する進捗

Progress up to the First Quarter of FY 3/2021

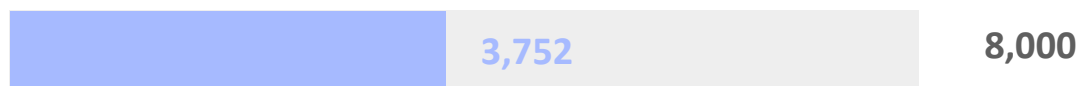
売上高 Net Sales 24.4%



パチンコ 新規2タイトル

パチスロ 新規0タイトル

営業利益 Operating Income 46.9%



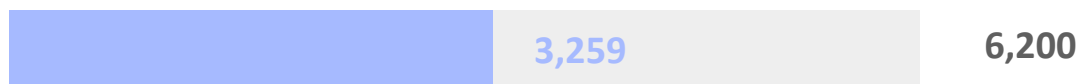
Pachinko: 2 titles for new machines

経常利益 Recurring Income 48.1%

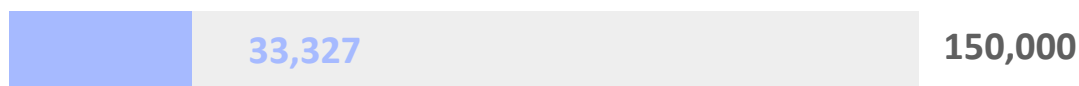


Pachislot: 0 title for new machines

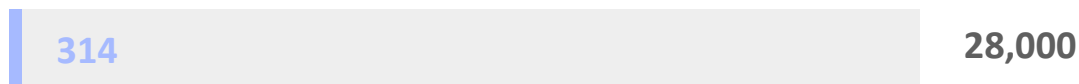
親会社株主に帰属する  
四半期純利益 Net Income attributable to owners of parent 52.6%



パチンコ販売台数 Unit Sales of Pachinko Machines 22.2%



パチスロ販売台数 Unit Sales of Pachislot Machines 1.1%



## Net Sales

### FY 3/2020 Results

(Apr 2019 - Mar 2020)

78,416

#### パチンコ機関連事業

Pachinko Machines Business

-3,514

#### パチスロ機関連事業

Pachislot Machines Business

-1,441

#### 補給機器関連事業

Ball Bearing Supply Business

+300

#### その他の事業

Other Businesses

-259

### FY 3/2021 Forecast

(Apr 2020 - Mar 2021)

73,500

million yen

### 売上高

Net Sales

#### パチンコ機関連事業

Pachinko Machines Business

#### パチスロ機関連事業

Pachislot Machines Business

#### 補給機器関連事業

Ball Bearing Supply Business

#### その他の事業

Other Businesses

FY 3/2020

FY 3/2021

YoY

78,416

73,500

-4,916

60,514

57,000

-3,514

11,441

10,000

-1,441

5,900

6,200

+300

559

300

-259

**-4,916**

million yen

## Net Sales

### FY 3/2020 Results

(Apr 2019 - Mar 2020)

60,514

#### SANKYO+JBパチンコ機の数増加

Sales volume of SANKYO-brand and JB-brand pachinko machines increases.

+5,788

#### SANKYO+JBパチンコ機の価格上昇

Unit price of SANKYO-brand and JB-brand pachinko machines increases.

+1,651

#### BIstyパチンコ機の数減少

Sales volume of Bisty-brand pachinko machines decreases.

-6,028

#### BIstyパチンコ機の価格下落

Unit price of Bisty-brand pachinko machines decreases.

-3,413

#### その他

Other factors

-1,511

### FY 3/2021 Forecast

(Apr 2020 - Mar 2021)

57,000

**-3,514**

million yen

million yen

#### 売上高

Net Sales

#### 営業利益

Operating Income

#### 販売台数

Unit Sales of Pachinko Machines

#### SANKYO+JB

Frame

Gauge

#### Bisty

Frame

Gauge

FY 3/2020

FY 3/2021

YoY

60,514

57,000

-3,514

14,804

13,500

-1,304

24.5%

23.7%

149,520

150,000

+480

95,569

111,000

+15,431

53,211

92,000

+38,789

42,358

19,000

-23,358

53,951

39,000

-14,951

46,381

22,100

-24,281

7,570

16,900

+9,330



### FY 3/2020 Results

(Apr 2019 - Mar 2020)

11,441

### SANKYOパチスロ機の数量減少

Sales volume of SANKYO-brand pachislot machines decreases.

-1,735

### SANKYOパチスロ機の価格下落

Unit price of SANKYO-brand pachislot machines decreases.

-297

### BIstyパチスロ機の数量増加

Sales volume of Bisty-brand pachislot machines increases.

+1,366

### BIstyパチスロ機の価格下落

Unit price of Bisty-brand pachislot machines decreases.

-731

### その他

Other factors

-44

### FY 3/2021 Forecast

(Apr 2020 - Mar 2021)

10,000

-1,441

million yen

million yen

### 売上高

Net Sales

### 営業利益

Operating Income

### 販売台数

Unit Sales of Pachislot Machines

### SANKYO

### Bisty

FY 3/2020

FY 3/2021

YoY

11,441

10,000

-1,441

2,449

(700)

-3,149

21.4%

(7.0%)

28,869

28,000

-869

14,037

10,000

-4,037

14,832

18,000

+3,168

## Operating Income

### FY 3/2020 Results

(Apr 2019 - Mar 2020)

12,551

#### パチンコ機売上総利益の減少

The gross profit of the pachinko machine sales decreases.

-4,322

#### パチスロ機売上総利益の減少

The gross profit of the pachislot machine sales decreases.

-1,821

#### 広告宣伝費の減少

Advertising expenses decreases.

+709

#### 販売手数料の減少

Sales commission decreases.

+930

#### 研究開発費の減少

R&D expenses decreases.

+467

#### その他

Other factors

-524

### FY 3/2021 Forecast

(Apr 2020 - Mar 2021)

8,000

-4,551

million yen

million yen	FY 3/2020	FY 3/2021	YoY
売上高	78,416	73,500	-4,916
Net Sales			
売上原価	36,671	38,000	+1,329
Cost of Sales			
売上総利益	41,745	35,500	-6,245
Gross Profit			
販管費	29,193	27,500	-1,693
SG & A Expenses			
広告宣伝費	1,942	1,233	-709
Advertising Expenses			
販売手数料	3,509	2,579	-930
Sales Commission			
研究開発費	13,847	13,380	-467
R&D Expenses			
営業利益	12,551	8,000	-4,551
Operating Income			

### 配当方針

#### Dividend Policy

安定的かつ継続的な配当  
1991年の上場以来減配なし

Stable dividend  
No dividend cut since the listing

2021年3月期

FY 3/2021

1株当り配当金 **150** yen  
DPS

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

# 付属資料

Appendix

# 2021年3月期 第1四半期実績

## Business Results for the First Quarter of FY 3/2021

連結：百万円	Consolidated: million yen	FY3/2021	YoY	Forecast	FY 3/2019				FY 3/2020			
		Q1		Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
売上高	Net Sales	17,960	+6,609	73,500	14,521	15,249	25,571	33,217	11,351	22,142	28,245	16,678
パチンコ	Pachinko	16,952	+9,888	57,000	12,700	13,021	22,388	27,683	7,064	20,214	20,247	12,989
パチスロ	Pachislot	210	-2,425	10,000	334	1,214	166	4,265	2,635	394	6,516	1,896
補給機器	Ball Bearing Supply	742	-706	6,200	1,342	876	2,858	1,138	1,448	1,381	1,357	1,714
その他事業	Other Business	56	-147	300	144	137	160	130	203	152	124	80
売上原価	Cost of Sales	8,809	+3,530	38,000	6,361	6,168	11,064	15,178	5,279	10,492	12,638	8,262
売上総利益	Gross Profit	9,151	+3,080	35,500	8,160	9,081	14,507	18,038	6,071	11,651	15,607	8,416
販管費	SG & A Expenses	5,399	-1,268	27,500	6,784	7,208	6,806	7,702	6,667	7,977	8,136	6,413
営業利益	Operating Income	3,752	+4,348	8,000	1,375	1,874	7,700	10,337	(596)	3,673	7,471	2,003
パチンコ	Pachinko	5,408	+5,646	13,500	3,254	3,941	9,624	10,042	(238)	5,832	6,144	3,066
パチスロ	Pachislot	(722)	-1,440	(700)	(819)	(428)	(1,077)	1,382	718	(711)	2,394	48
補給機器	Ball Bearing Supply	(22)	-110	200	37	44	272	47	88	62	85	91
その他事業	Other Business	10	+84	0	(92)	(125)	(42)	(59)	(74)	(58)	(17)	13
消去又は全社	Elimination/Corporate	(922)	+167	(5,000)	(1,004)	(1,558)	(1,078)	(1,075)	(1,089)	(1,453)	(1,135)	(1,215)
経常利益	Recurring Income	4,181	+4,336	8,700	1,827	1,959	8,060	10,454	(155)	3,761	7,770	2,100
特別利益	Extraordinary Gains	145	+145	145	0	0	1	0	0	66	3,562	1
特別損失	Extraordinary Losses	20	+20	20	0	2	15	3,944	0	142	399	2,115
当期純利益	Net Income	3,259	+3,352	6,200	1,460	1,444	5,908	4,572	(93)	2,276	10,762	100
EPS: 円	EPS: yen			101.34								

### 販売台数：台 Machines sales: units

パチンコ	Pachinko	33,327	+14,330	150,000	33,456	36,373	56,295	69,883	18,997	48,324	49,545	32,654
SANKYO+JB	SANKYO+JB	32,409	+16,008	111,000	32,737	30,564	54,544	44,039	16,401	38,247	14,281	26,640
Bisty	Bisty	918	-1,678	39,000	719	5,809	1,751	25,844	2,596	10,077	35,264	6,014
パチスロ	Pachislot	314	-6,217	28,000	817	3,163	250	13,205	6,531	846	16,314	5,178
SANKYO	SANKYO	0	-5,244	10,000	817	3,163	0	246	5,244	1	8,771	21
Bisty	Bisty	314	-973	18,000	0	0	250	12,959	1,287	845	7,543	5,157

# パチンコ機関連事業

## Pachinko Machines Business

連結：百万円	Consolidated: million yen	FY3/2021	YoY	Forecast	FY 3/2019				FY 3/2020			
		Q1		Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
売上高	Net Sales	16,952	+9,888	57,000	12,700	13,021	22,388	27,683	7,064	20,214	20,247	12,989
営業利益	Operating Income	5,408	+5,646	13,500	3,254	3,941	9,624	10,042	(238)	5,832	6,144	3,066
営業利益率	Percentage	31.9%	+35.3pt	23.7%	25.6%	30.3%	43.0%	36.3%	(3.4%)	28.9%	30.3%	23.6%

### 販売台数：台 Machines sales: units

		FY3/2021	YoY	Forecast	FY 3/2019				FY 3/2020			
		Q1		Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
パチンコ合計	Pachinko	33,327	+14,330	150,000	33,456	36,373	56,295	69,883	18,997	48,324	49,545	32,654
SANKYO+JB	SANKYO+JB	32,409	+16,008	111,000	32,737	30,564	54,544	44,039	16,401	38,247	14,281	26,640
枠付き	Frame	30,870	+26,870	92,000	13,019	11,916	29,606	18,381	4,000	26,914	3,017	19,280
ゲージ盤	Gauge	1,539	-10,862	19,000	19,718	18,648	24,938	25,658	12,401	11,333	11,264	7,360
Bisty	Bisty	918	-1,678	39,000	719	5,809	1,751	25,844	2,596	10,077	35,264	6,014
枠付き	Frame	864	-1,695	22,100	608	1,985	431	24,914	2,559	5,218	35,147	3,457
ゲージ盤	Gauge	54	+17	16,900	111	3,824	1,320	930	37	4,859	117	2,557

	Series name		No. of models	Sales: units	
<b>FY 3/2021</b>	フィーバー真花月2 夜桜バージョン	<i>Fever Shinkagetsu 2 Yozakura ver.</i>	SANKYO	(Apr-20) 1	--
<b>Q1</b>	フィーバー戦姫絶唱シンフォギア2	<i>Fever Symphogear 2</i>	SANKYO	(Apr-20) 1	27,800
	フィーバートータル・イクリプス LIGHT ver.	<i>Fever TOTAL ECLIPSE LIGHT ver.</i>	SANKYO	(May-20) 1	--
<b>Q2</b>	フィーバーバイオハザード リベレーションズ2 Li	<i>Fever BIOHAZARD REVELATIONS 2 Light / Light m</i>	SANKYO	(Jul-20) 2	--
	フィーバーアクエリオン ALL STARS Light ver.	<i>Fever Aquarion ALL STARS Light ver.</i>	SANKYO	(Aug-20) 1	--
<b>Q3</b>	フィーバークイーンII	<i>Fever Queen II</i>	JB	(Oct-20) 1	--
	新世紀エヴァンゲリオン 決戦 ~真紅~	<i>NEON GENESIS EVANGELION Decisive Battle -Crim</i>	Bisty	(Oct-20) 1	--
					<b>Total 33,327</b>

# パチスロ機関連事業

## Pachislot Machines Business

連結：百万円	Consolidated: million yen	FY3/2021	YoY	Forecast	FY 3/2019				FY 3/2020			
		Q1		Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
売上高	Net Sales	210	-2,425	10,000	334	1,214	166	4,265	2,635	394	6,516	1,896
営業利益	Operating Income	(722)	-1,440	(700)	(819)	(428)	(1,077)	1,382	718	(711)	2,394	48
営業利益率	Percentage	(343.8%)	-371.1pt	(7.0%)	(245.2%)	(35.3%)	(648.8%)	32.4%	27.2%	(180.5%)	36.7%	2.5%

販売台数：台		Machines sales: units										
パチスロ合計	Pachislot	314	-6,217	28,000	817	3,163	250	13,205	6,531	846	16,314	5,178
SANKYO	SANKYO	0	-5,244	10,000	817	3,163	0	246	5,244	1	8,771	21
Bisty	Bisty	314	-973	18,000	0	0	250	12,959	1,287	845	7,543	5,157

Series name		Sales: units												
FY 3/2021		Total												
Q1	--	--											314	
Q2	シャア専用パチスロ 逆襲の赤い彗星G	Pachislot for CHAR AZNABLE -RED COMET's Count							Bisty	(Jul-20)				--

# 売上総利益率／営業利益率

## GP Margin/OP Margin

連結	Consolidated	FY3/2021	YoY	Forecast	FY 3/2019				FY 3/2020			
		Q1		Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
売上総利益率	GP Margin	51.0%	-2.5pt	48.3%	56.2%	59.6%	56.7%	54.3%	53.5%	52.6%	55.3%	50.5%
営業利益率	OP Margin	20.9%	+26.1pt	10.9%	9.5%	12.3%	30.1%	31.1%	(5.3%)	16.6%	26.5%	12.0%

## 販売費及び一般管理費

### SG & A Expenses

連結：百万円	Consolidated: million yen	Q1	YoY	Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
販売手数料	Sales Commission	292	-17	2,579	261	450	467	1,646	309	773	1,952	475
広告宣伝費	Advertising Expenses	122	-252	1,233	152	420	311	297	374	925	397	246
研究開発費	R&D Expenses	2,859	-696	13,380	3,807	3,627	3,696	3,501	3,555	3,397	3,580	3,315
給与手当	Salaries & Wages	640	+8	3,114	653	644	1,145	683	632	642	1,105	638
その他	Others	1,486	-311	7,194	1,911	2,067	1,187	1,575	1,797	2,240	1,102	1,739

連結：百万円	Consolidated: million yen	Q1	YoY	Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
設備投資額	Capital Expenditure	250	-402	3,407	833	345	649	658	652	1,089	647	443
減価償却費	Depreciation & Amortization	465	-199	2,729	557	662	802	1,036	664	829	929	1,054

連結	Consolidated	Q1	YoY	Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
従業員数	No. of Employees	987	-3	990	1,009	1,001	996	982	990	979	950	957
開発人員数	No. of R&D Staff	302	+5	307	308	302	300	294	297	293	293	289

間接販売比率（累計）	Indirect Sales Ratio	Q1	YoY	Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
SANKYO+JB Pachinko		27.4%	+1.3pt	26.6%	29.4%	29.4%	29.2%	28.6%	26.1%	27.1%	26.4%	26.5%
SANKYO Pachislot		-	-	35.3%	29.7%	37.6%	37.6%	38.0%	35.3%	35.3%	35.1%	35.1%



## Return on Equity

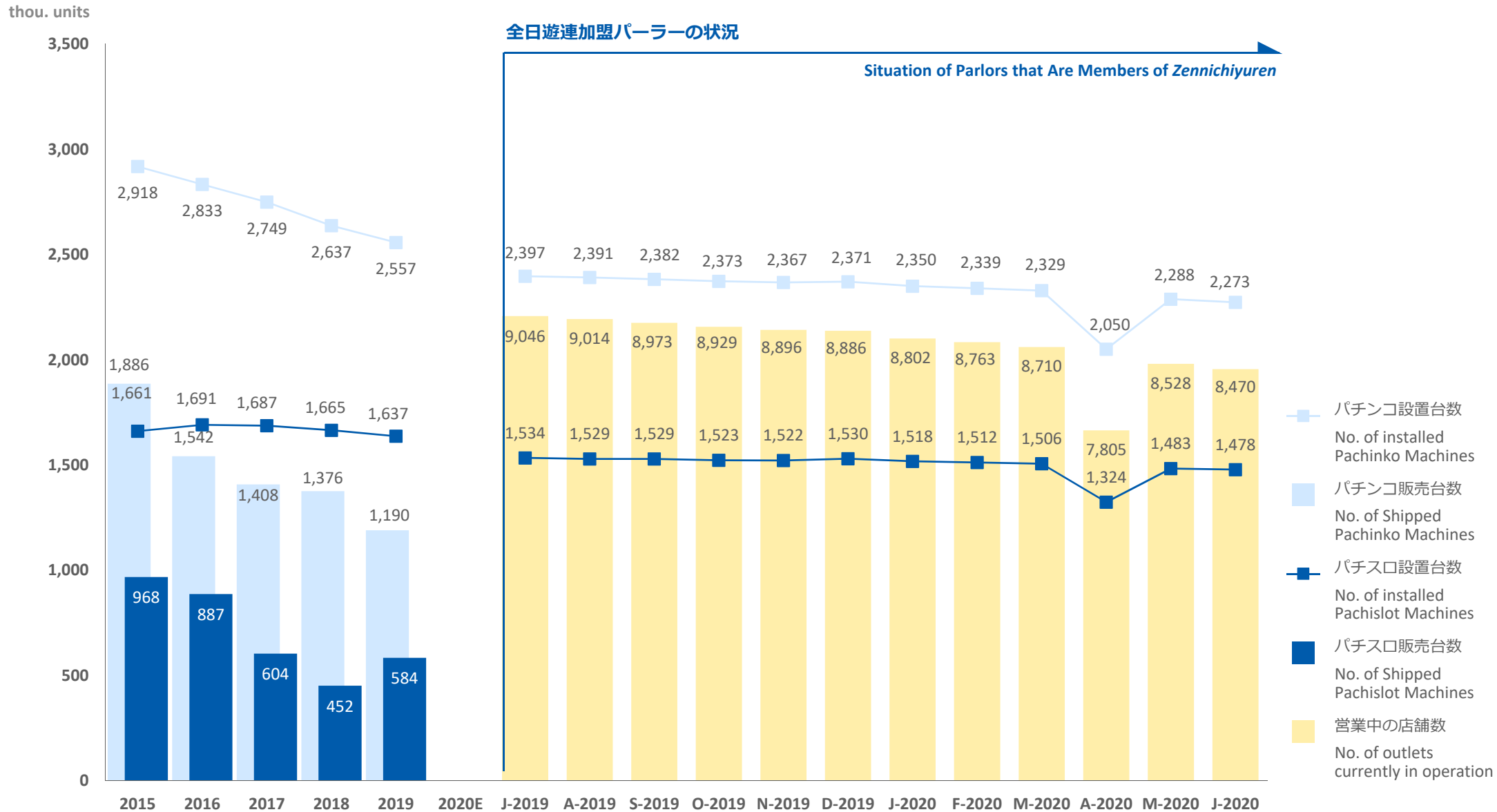
	million yen	3/2013	3/2014	3/2015	3/2016	3/2017	3/2018	3/2019	3/2020
売上高	Net Sales	104,150	158,453	146,579	137,130	81,455	86,220	88,558	78,416
営業利益	Operating Income	7,023	28,023	13,233	18,826	5,059	10,181	21,286	12,551
経常利益	Recurring Income	9,488	30,144	14,870	19,965	3,832	11,319	22,300	13,476
当期純利益	Net Income	5,853	22,400	8,728	10,485	1,777	5,550	13,384	13,045
総資産	Total Assets	464,259	451,149	434,648	414,183	390,585	396,291	399,585	325,232
純資産	Total Net Assets	402,918	413,096	371,670	348,941	340,287	337,242	337,377	269,521
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	1.4%	5.5%	2.2%	2.9%	0.5%	1.6%	4.0%	4.3%
ROE 5期平均	Average ROE of five consecutive fiscal years	6.2%	5.8%	4.5%	3.4%	2.5%	2.6%	2.3%	2.7%

当期純利益率	Net Income Ratio	5.6%	14.1%	6.0%	7.6%	2.2%	6.4%	15.1%	16.6%
総資産回転率	Total Asset Turnover	0.22	0.35	0.33	0.32	0.20	0.22	0.22	0.22
財務レバレッジ	Financial Leverage	1.17	1.12	1.13	1.18	1.17	1.16	1.18	1.19

# パチンコ/パチスロ市場

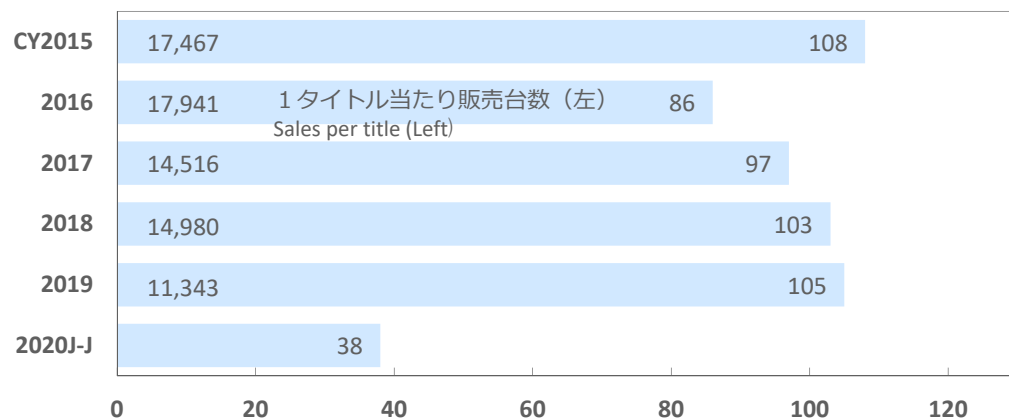
## Pachinko/Pachislot Machine Market



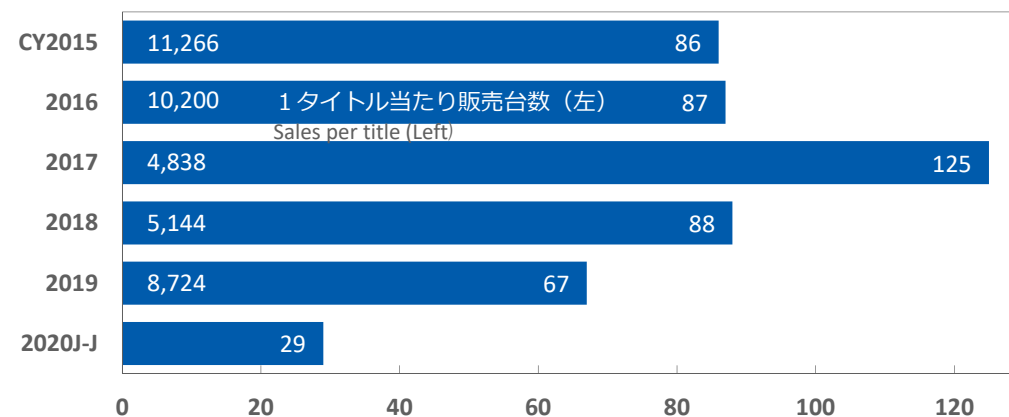
### 販売タイトル数推移（全メーカー）

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

		2015	2016	2017	2018	2019	2020J-J
受付	Applicant	731	864	875	711	945	396
適合	Pass	519	396	361	336	430	117
不適合	Fail	172	458	463	333	560	244
SANKYO+JB		38	39	34	30	28	14
Bisty		8	8	6	9	19	3
SANKYO Group Total		46	47	40	39	47	17

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

#### パチスロ機 Pachislot Machines

		2015	2016	2017	2018	2019	2020J-J
受付	Applicant	650	736	913	596	982	407
適合	Pass	250	300	326	203	191	92
不適合	Fail	328	444	494	444	721	282
SANKYO		21	7	15	6	9	0
Bisty		11	8	3	3	3	7
SANKYO Group Total		32	15	18	9	12	7

パロットを含む  
including Palot

## 経営企画部 IR室



03-5778-7773



[ir-desk@sankyo-fever.co.jp](mailto:ir-desk@sankyo-fever.co.jp)

### 【見通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、見通し等は、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、見通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。

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.