

証券コード 6417

# 2017年3月期 決算説明会

**Presentation on  
Business Results of FY 3/2017**  
(April 1, 2016 to March 31, 2017)

**Kimihisa Tsutsui**  
President & Chief Operating Officer

May 17, 2017 at Bellesalle Yaesu

1<sup>st</sup> Sec. of the TSE #6417  
Current Price: ¥ 3,890 (May 15, 2017)  
Shares Outstanding: 89.5 million  
Market Cap: ¥ 348,534 million

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平成29年5月17日

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 総括

Overview of FY 3/2017



Good luck. Good life.

**SANKYO**

売上高 Net Sales	<b>81,455</b> million yen YoY -40.6%
営業利益 Operating Income	<b>5,059</b> million yen YoY -73.1%
EPS Earnings per share	<b>21.94</b> yen YoY -82.7%

パチンコ・パチスロとも市場規模は、前年比約20%のマイナス

当社グループはパチンコ・パチスロとも市場シェアを落とし、売上高は大幅減

Both the pachinko market and the pachislot market shrank about 20% year on year.

The Group's market share fell both for pachinko and pachislot and sales plunged.

million yen	FY 3/2016	FY 3/2017	YoY	
売上高 Net Sales	137,130 100.0%	81,455 100.0%	-55,675	-40.6%
売上原価 Cost of Sales	75,638 55.2%	38,409 47.2%	-37,229 -8.0pt	-49.2%
売上総利益 Gross Profit	61,492 44.8%	43,045 52.8%	-18,447 +8.0pt	-30.0%
販管費 SG & A Expenses	42,665 31.1%	37,986 46.6%	-4,679 +15.5pt	-11.0%
営業利益 Operating Income	18,826 13.7%	5,059 6.2%	-13,767 -7.5pt	-73.1%
経常利益 Recurring Income	19,965 14.6%	3,832 4.7%	-16,133 -9.9pt	-80.8%
親会社株主に帰属する当期純利益 Net Income attributable to owners of parent	10,485 7.6%	1,777 2.2%	-8,708 -5.5pt	-83.1%
EPS Earnings per share	Y126.78	Y21.94		

売上高 Net Sales

90.5%

81,455

90,000

営業利益 Operating Income

3,000

168.6%

5,058

経常利益 Recurring Income

95.8%

3,832

4,000

親会社株主に帰属する

当期純利益 Net Income attributable to owners of parent 71.1%

1,777

2,500

パチンコ販売台数 Unit Sales of Pachinko Machines 88.7%

172,954

195,000

パチスロ販売台数 Unit Sales of Pachislot Machines 84.5%

32,959

39,000

Q4の市場環境が想定以上に厳しく、パチンコ・パチスロとも販売計画に届かず

営業利益はコスト削減効果により計画を上回る

経常利益は持分法投資損失の拡大により計画を下回る

The market environment in Q4 was more severe than expected and sales results for both pachinko and pachislot fell short of the plan.

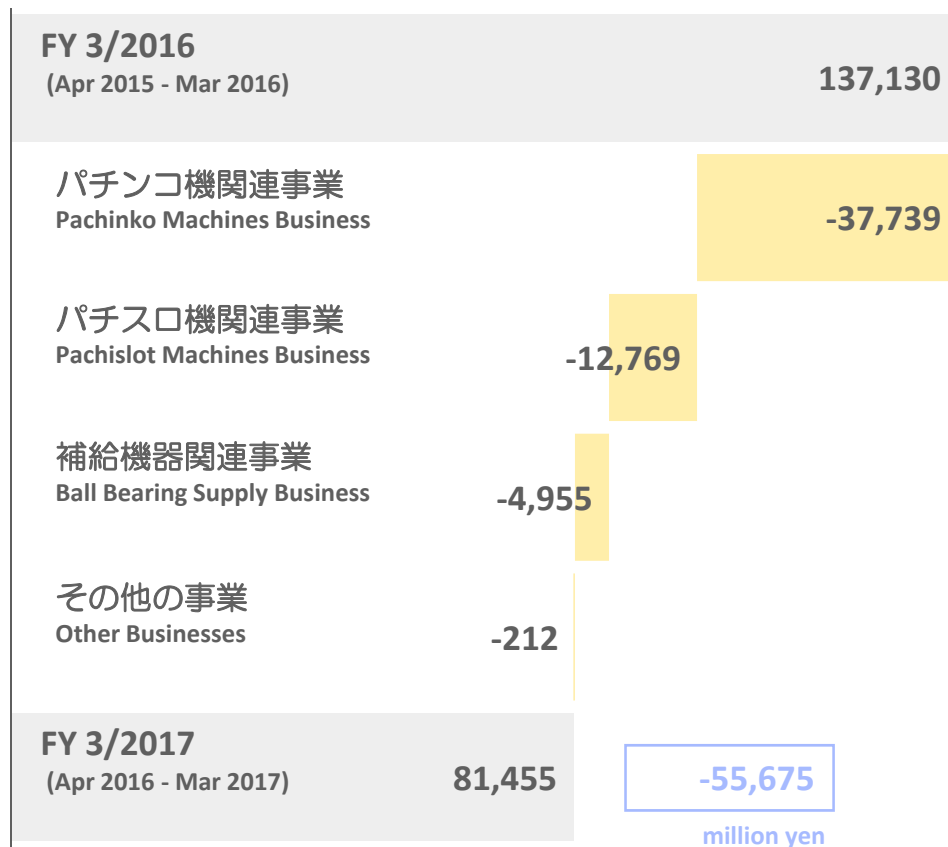
Operating income exceeded the plan because of the impact of reduced costs.

Recurring income fell short of the plan owing to an increase in share of loss of entities accounted for using equity method.

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## 連結売上高

## Net Sales



million yen	FY 3/2016	FY 3/2017	YoY
売上高 Net Sales	137,130	81,455	-55,675
パチンコ機関連事業 Pachinko Machines Business	98,273	60,534	-37,739
パチスロ機関連事業 Pachislot Machines Business	26,007	13,238	-12,769
補給機器関連事業 Ball Bearing Supply Business	12,159	7,204	-4,955
その他の事業 Other Businesses	689	477	-212

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## パチンコ機関連事業

## Pachinko Machines Business

FY 3/2016 (Apr 2015 - Mar 2016)	98,273
SANKYO+JBパチンコ機の数量減少 Sales volume of SANKYO-brand and JB-brand pachinko machines decreases.	-39,269
SANKYO+JBパチンコ機の価格上昇 Unit price of SANKYO-brand and JB-brand pachinko machines increases.	+1,457
Blstyパチンコ機の数量増加 Sales volume of Blsty-brand pachinko machines increases.	+2,475
Blstyパチンコ機の価格下落 Unit price of Blsty-brand pachinko machines decreases.	-737
その他 Other factors	-1,665
<b>FY 3/2017 (Apr 2016 - Mar 2017)</b>	<b>60,534</b>
	<b>-37,739</b> million yen

million yen	FY 3/2016	FY 3/2017	YoY
売上高 Net Sales	98,273	60,534	-37,739
営業利益 Operating Income	19,053 19.4%	10,402 17.2%	-8,651
販売台数 Unit Sales of Pachinko Machines	296,346	172,954	-123,392
<b>SANKYO+JB</b>	<b>207,082</b>	<b>76,224</b>	<b>-130,858</b>
Frame	125,268	33,823	-91,445
Gauge	81,814	42,401	-39,413
<b>Blsty</b>	<b>89,264</b>	<b>96,730</b>	<b>+7,466</b>
Frame	64,530	52,965	-11,565
Gauge	24,734	43,765	+19,031

FY 3/2016 (Apr 2015 - Mar 2016)	26,007		FY 3/2016	FY 3/2017	YoY	
			million yen			
SANKYOパチスロ機の数量減少 Sales volume of SANKYO-brand pachislot machines decreases.	-2,146		売上高 Net Sales	26,007	13,238	-12,769
SANKYOパチスロ機の価格上昇 Unit price of SANKYO-brand pachislot machines increases.	+686		営業利益 Operating Income	4,864	(225)	-5,089
Blstyパチスロ機の数量減少 Sales volume of Blsty-brand pachislot machines decreases.	-11,775			18.7%	(1.7%)	
Blstyパチスロ機の価格上昇 Unit price of Blsty-brand pachislot machines increases.	+671		販売台数 Unit Sales of Pachislot Machines	80,125	32,959	-47,166
その他 Other factors	-204		SANKYO	25,749	20,074	-5,675
			Bisty	54,376	12,885	-41,491
FY 3/2017 (Apr 2016 - Mar 2017)	13,238	-12,769				
		million yen				



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## 連結営業利益

## Operating Income

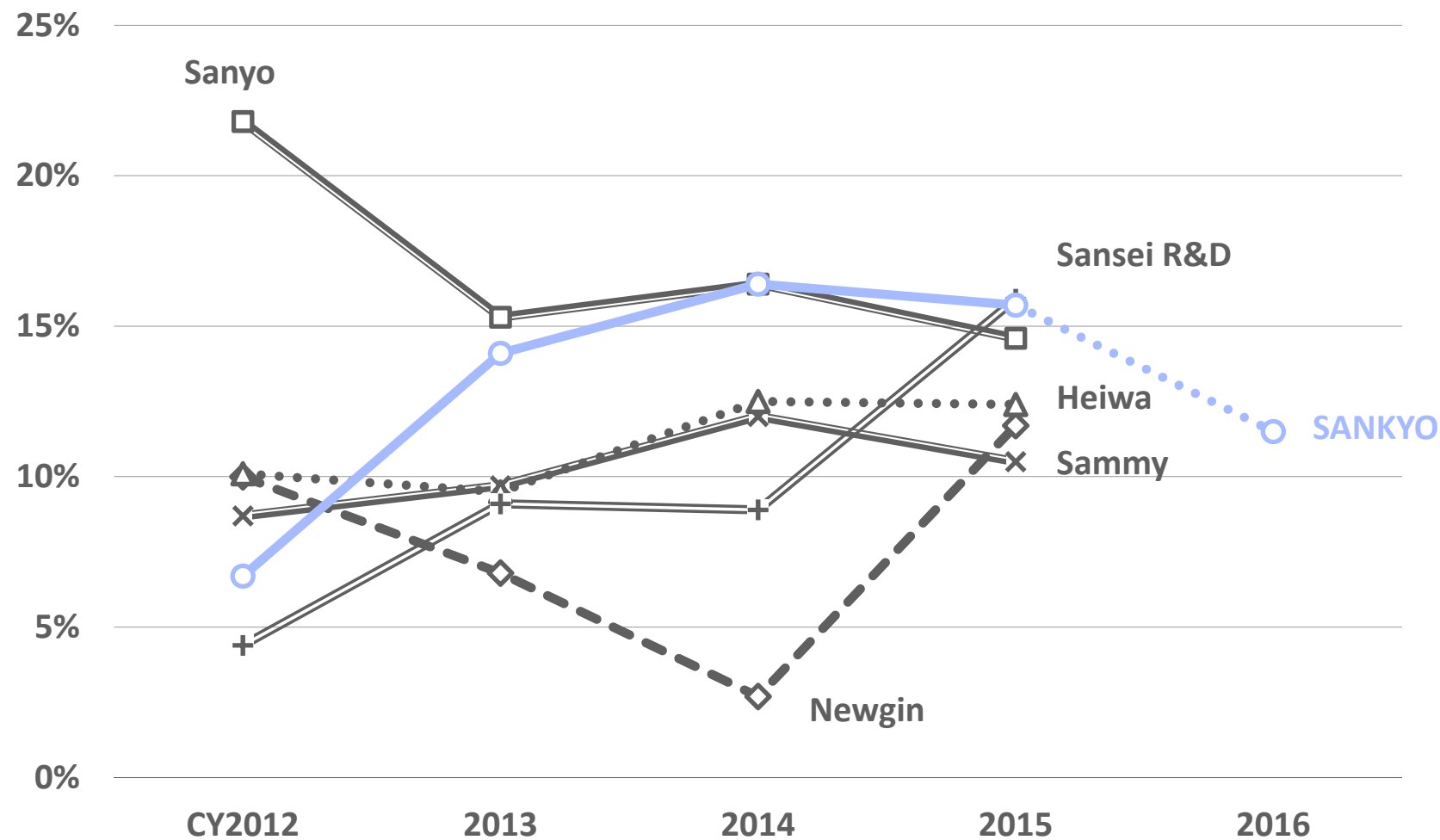
FY 3/2016 (Apr 2015 - Mar 2016)		18,826	million yen	FY 3/2016	FY 3/2017	YoY	
パチンコ機売上総利益の減少 The gross profit of the pachinko machine sales decreases.		-12,234		売上高 Net Sales	137,130	81,455	-55,675
パチスロ機売上総利益の減少 The gross profit of the pachislot machine sales decreases.	-4,659			売上原価 Cost of Sales	75,638	38,409	-37,229
広告宣伝費の減少 Advertising expenses decreases.	+1,430			売上総利益 Gross Profit	61,492	43,045	-18,447
販売手数料の減少 Sales commission decreases.	+808			販管費 SG & A Expenses	42,665	37,986	-4,679
研究開発費の減少 R&D expenses decreases.	+2,548			広告宣伝費 Advertising Expenses	3,454	2,024	-1,430
その他 Other factors	-1,659			販売手数料 Sales Commission	6,163	5,355	-808
				研究開発費 R&D Expenses	21,959	19,411	-2,548
				営業利益 Operating Income	18,826	5,059	-13,767
FY 3/2017 (Apr 2016 - Mar 2017)	5,059	-13,767	million yen				

million yen	As of 31-Mar-16	As of 31-Mar-17	Change	
当座資産 Quick assets	303,748	304,451	+703	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
流動資産 Total current assets	316,307	317,552	+1,245	
投資有価証券 Investment securities	46,131	21,612	-24,519	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	73,032	-24,844	
<b>資産合計</b> Total assets	<b>414,183</b>	<b>390,585</b>	<b>-23,598</b>	
流動負債 Total current liabilities	37,058	21,930	-15,128	
新株予約権付社債 Bonds with subscription rights to shares	20,086	20,066	-20	
固定負債 Total long-term liabilities	28,183	28,368	+185	
<b>負債合計</b> Total liabilities	<b>65,241</b>	<b>50,298</b>	<b>-14,943</b>	
純資産合計 Total net assets	348,941	340,287	-8,654	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>414,183</b>	<b>390,585</b>	<b>-23,598</b>	

現金及び現金同等物の期首残高 Cash and cash equivalents at beginning of the period		234,905	
営業活動によるキャッシュフロー Cash flows from operating activities	税金等調整前当期純利益 Income before income taxes and minority interests	+3,685	
	売上債権の減少 Decrease in notes and accounts receivable - trade	+15,215	
	たな卸資産の増加 Increase in inventories	-206	
	仕入債務の減少 Decrease in notes and accounts payable - trade	-11,867	
	その他 Other factors	+1,722	
投資活動によるキャッシュフロー Cash flows from investing activities		+20,547	
財務活動によるキャッシュフロー Cash flows from financing activities	配当金の支払額 Cash dividends paid	-12,176	
	その他 Other factors	-8	
現金及び現金同等物の期末残高 Cash and cash equivalents at end of the period		251,818	+16,913 million yen

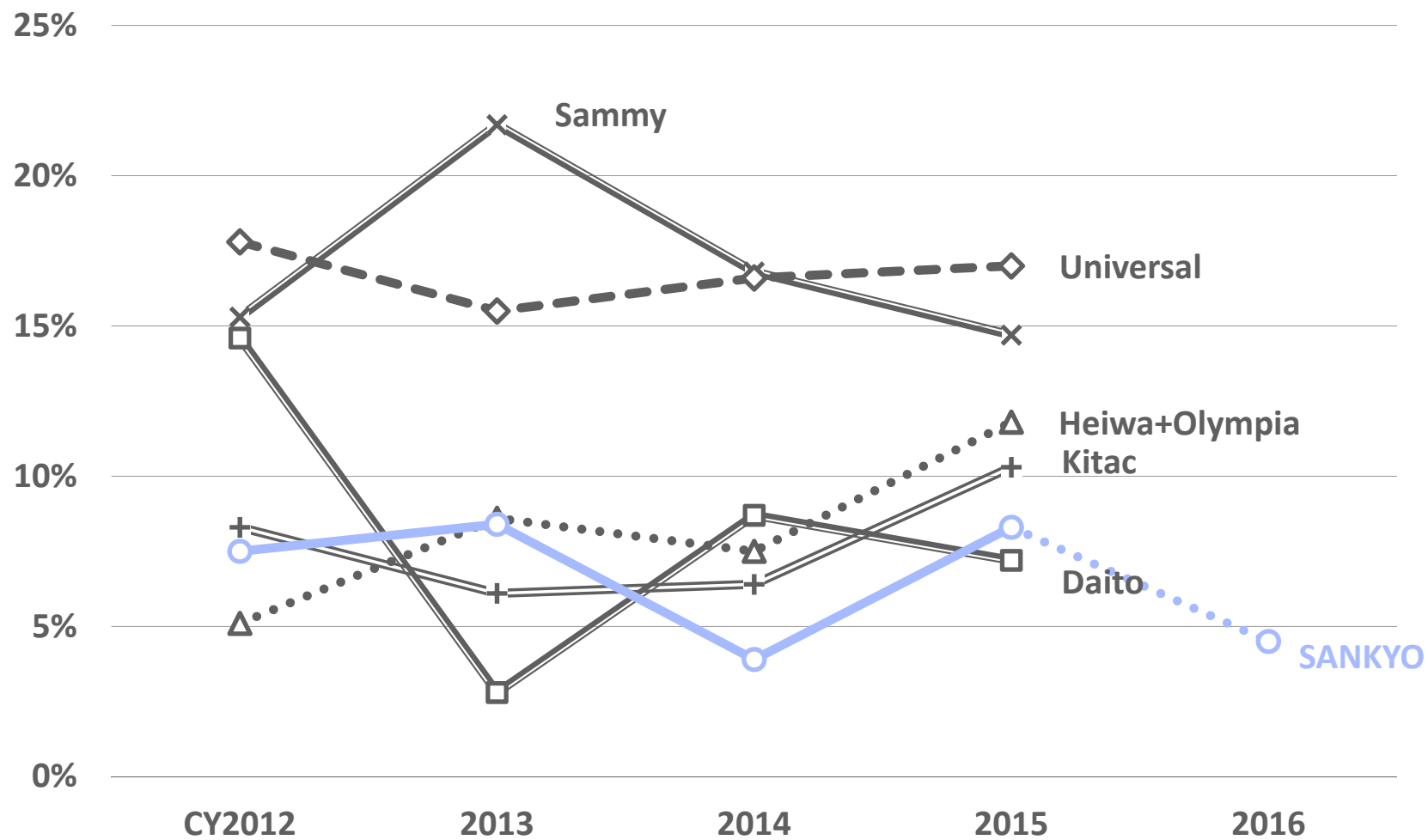
## パチンコ機 販売シェア (台数ベース)

Pachinko Machines Market Share (unit basis)



## パチスロ機 販売シェア (台数ベース)

Pachislot Machines Market Share (unit basis)



# 市場の見通し と当社の取り組み

Market Forecasts and SANKYO's Initiatives



Good luck. Good life.

**SANKYO**

## パチンコとカジノは棲み分け可能 Pachinko parlors and casinos do not compete.

パチンコ・パチスロは「身近で手軽な大衆娯楽」。カジノはインバウンド、MICEを対象とした「非日常のギャンブル」。  
Pachinko and pachislot are popular entertainment that is enjoyable in your neighborhood at ease. Casino gambling takes place in a special environment targeting inbound tourists and MICE.

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

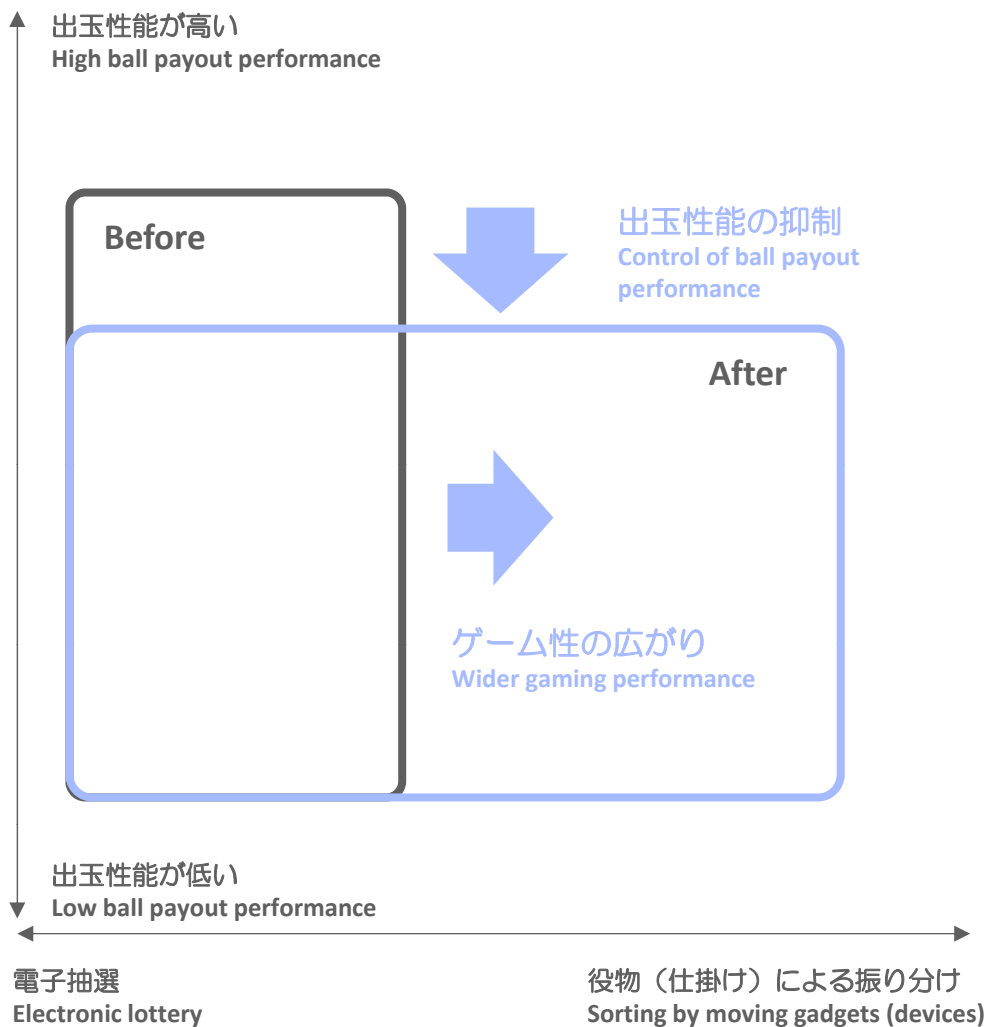
早期（2017年中）の成立を目指しており、政府が具体的な整備を進める流れ。  
Targeting early enactment (within 2017), the government is promoting legislation.

### 主な検討課題

- ・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の在り方（使用上限額を設定できる遊技機など）
- ・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）

### Major issues to consider

- ・ 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)



## 普通機

Ordinary pachinko machine

電子的な抽選機能を一切持たない機種。  
チューリップ台とも呼ばれる。

A type of pachinko machine with no electronic lottery functions.  
Also called “tulip” machine.



Missile 7-7-6 D  
(May-1996)



Pachipachi Stadium  
(Aug-1995)

## 一般電役機

Pachinko machine with electronic moving gadgets

複数の役物（電動チューリップ・アタッカー等）の連動によって出玉を得る機種。

A type of pachinko machine that pays out balls according to the interlock of several moving gadgets (such as electronic tulips and attackers)

## アレンジ機

Arranged pachinko machine

玉16発で1ゲーム、1ゲーム中に獲得した得点に応じて賞球を得る機種。

A type of pachinko machine that pays out balls according to the score gained per game. One game involves 16 balls.



CR Vicky Chance I  
(Jun-1993)



総販売台数予測  
Sales volume forecast

**1,400** Thousand units

2016年度の実績は約1,520千台。  
Approx. 1,520,000 units were sold in FY2016.

販売単価  
Unit price

横ばい  
Flat

400,000円超の商品があるものの  
平均は現行水準（約320,000円）で推移。  
Although prices of some products exceed 400,000 yen, the average  
price is unchanged (currently approx. 320,000 yen).

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

5万台以上販売は6タイトル（2016年4月～2017年3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。

6 titles sold 50,000 units or more. (from April 2016 to March 2017)

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.

「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・撤去に伴い、高射幸性遊技機の撤去も完了。

Removal of pachinko machines with high gambling attributes was completed along with collection and removal of “pachinko machines whose performance may differ from that of the models submitted for format inspection”

総販売台数予測  
Sales volume forecast

**650** Thousand units

2016年度の実績は約850千台。  
Approx. 850,000 units were sold in FY2016

販売単価  
Unit price

横ばい  
Flat

現行水準（約360,000円）で推移。  
Unchanged (currently approx. 360,000 yen)

### 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（2016年4月～2016年3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. (from April 2016 to March 2017)

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.

### 高射幸性遊技機の撤去 Removal of pachinko machines with high gambling attributes

高射幸性遊技機の撤去スケジュールをにらみ、新台購入に消極的な姿勢が続く。

In view of the schedule for removal of pachinko machines with high gambling attributes, parlor operators remained reluctant to purchase new machines.

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絞り込み

Narrowing of the development line-up

開発期間の短縮

Shorter development time

ハイエンド／エントリーモデルにメリハリ

Clear distinction between high-end models and entry models

オリジナルコンテンツ

Original content

コスト管理

Cost management

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絞り込み

Narrowing of the development line-up

開発期間の短縮

Shorter development time

コスト管理

Cost management

フレキシブルな商品投入

Flexible introduction of titles

# 2018年3月期 予想

Forecast of FY 3/2018



Good luck. Good life.

**SANKYO**

売上高  
Net Sales

**97,000** million yen  
YoY +19.1%

営業利益  
Operating Income

**8,100** million yen  
YoY +60.1%

EPS  
Earnings per share

**71.58** yen  
YoY +227.5%

DPS  
Dividends per share

**150.00** yen  
Unchanged

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

**225,200** Units  
YoY +30.2%

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

**40,000** Units  
YoY +21.4%

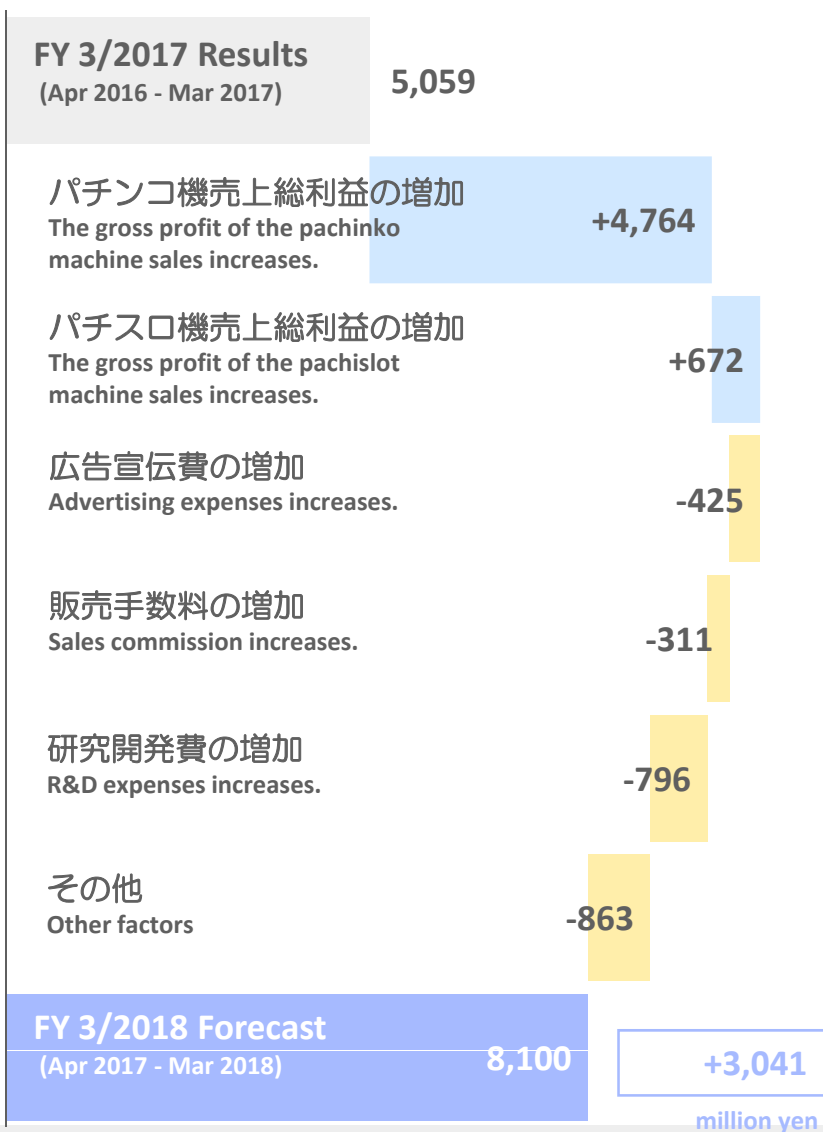
FY 3/2017 Results (Apr 2016 - Mar 2017)		81,455		million yen	FY 3/2017 Results	FY 3/2018 Forecast	YoY
パチンコ機関連事業 Pachinko Machines Business	+13,666			売上高 Net Sales	81,455	97,000	+15,545
パチスロ機関連事業 Pachislot Machines Business	+1,462			パチンコ機関連事業 Pachinko Machines Business	60,534	74,200	+13,666
補給機器関連事業 Ball Bearing Supply Business	+396			パチスロ機関連事業 Pachislot Machines Business	13,238	14,700	+1,462
その他の事業 Other Businesses	+23			補給機器関連事業 Ball Bearing Supply Business	7,204	7,600	+396
				その他の事業 Other Businesses	477	500	+23
FY 3/2018 Forecast (Apr 2017 - Mar 2018)		97,000	+15,545				
			million yen				

FY 3/2017 Results (Apr 2016 - Mar 2017)	60,534		million yen	FY 3/2017 Results	FY 3/2018 Forecast	YoY
SANKYO+JBパチンコ機の数量増加 Sales volume of SANKYO-brand and JB-brand pachinko machines increases.	+20,741		売上高 Net Sales	60,534	74,200	+13,666
SANKYO+JBパチンコ機の価格下落 Unit price of SANKYO-brand and JB-brand pachinko machines decreases.	-2,866		営業利益 Operating Income	10,402 17.2%	13,300 17.9%	+2,898
Blstyパチンコ機の数量減少 Sales volume of Blsty-brand pachinko machines decreases.	-4,123		販売台数 Unit Sales of Pachinko Machines	172,954	225,200	+52,246
Blstyパチンコ機の価格上昇 Unit price of Blsty-brand pachinko machines increases.	+894		SANKYO+JB	76,224	141,200	+64,976
その他 Other factors	-979		Frame	33,823	63,500	+29,677
			Gauge	42,401	77,700	+35,299
			Blsty	96,730	84,000	-12,730
			Frame	52,965	61,000	+8,035
			Gauge	43,765	23,000	-20,765
FY 3/2018 Forecast (Apr 2017 - Mar 2018)	74,200	+13,666				



FY 3/2017 Results (Apr 2016 - Mar 2017)	13,238		FY 3/2017 Results	FY 3/2018 Forecast	YoY	
SANKYOパチスロ機の数量増加 Sales volume of SANKYO-brand pachislot machines increases.	+2,031		売上高 Net Sales	13,238	14,700	+1,462
SANKYOパチスロ機の価格下落 Unit price of SANKYO-brand pachislot machines decreases.	-310		営業利益 Operating Income	(225) (1.7%)	200 1.4%	+425
Blstyパチスロ機の数量増加 Sales volume of Blsty-brand pachislot machines increases.	+710		販売台数 Unit Sales of Pachislot Machines	32,959	40,000	+7,041
Blstyパチスロ機の価格下落 Unit price of Blsty-brand pachislot machines decreases.	-539		SANKYO	20,074	25,000	+4,926
その他 Other factors	-431		Bisty	12,885	15,000	+2,115
<b>FY 3/2018 Forecast (Apr 2017 - Mar 2018)</b>	<b>14,700</b>	<b>+1,462</b>				

million yen



million yen	FY 3/2017 Results	FY 3/2018 Forecast	YoY
売上高 Net Sales	81,455	97,000	+15,545
売上原価 Cost of Sales	38,409	49,600	+11,191
売上総利益 Gross Profit	43,045	47,400	+4,355
販管費 SG & A Expenses	37,986	39,300	+1,314
広告宣伝費 Advertising Expenses	2,024	2,449	+425
販売手数料 Sales Commission	5,355	5,666	+311
研究開発費 R&D Expenses	19,411	20,207	+796
営業利益 Operating Income	5,059	8,100	+3,041

## Number of Pachinko/Pachislot Titles to be Released

	Q1 Apr-Jun	From Q2 onward Q2以降
Pachinko リユースを除く Excluding Reused Models  14 titles	<b>JB</b> 新夏祭り <i>Shin-Natsumatsuri</i>	<b>JB</b> ジェットアローII号 <i>Jet Arrow #2</i>
	<b>Bisty</b> エヴァンゲリオン 11 YR <i>Evangelion 11 "Time to Rise" YR</i>	<b>SANKYO</b> アクエリオンEVOL <i>Aquarion EVOL</i>
	<b>SANKYO</b> フィーバータイガーマスク3 YR <i>Fever Tigermask 3 YR</i>	
Reused Models パチンコリユース	<b>SANKYO</b> マクロスフロンティア3 <i>Macross Frontier 3</i>	<b>SANKYO JB</b> x 8
Pachislot  5 titles		<b>Bisty</b> x 3
		<b>SANKYO</b> x 2
		<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.

## 配当方針

## Dividend Policy

安定配当  
 公約配当性向25%  
 1991年の上場以来減配がない

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

2018年3月期

FY 3/2018

1株当配当金  
 DPS **150** yen

中間配当を含む  
 Including interim dividend

## 自己株式取得に関する考え方

## Views on purchase of treasury stock

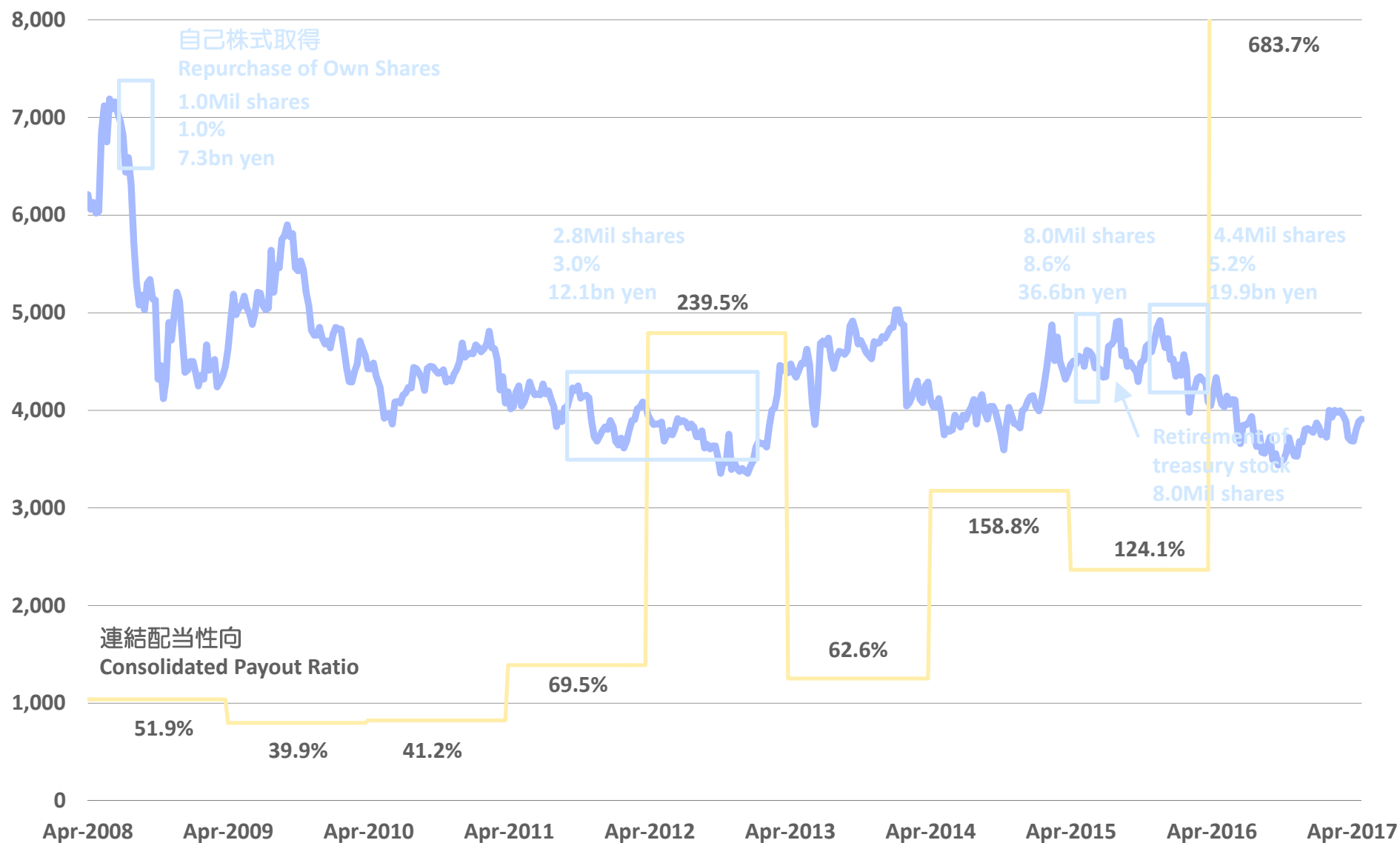
以下の要素を勘案し機動的に判断  
 Flexible decision-making, considering the following factors

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

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

# 株価と株主還元の実績

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



# 付属資料

Appendix



Good luck. Good life.

**SANKYO**

## Business Results of FY 3/2017

連結：百万円	Consolidated: million yen	FY3/2016 Full Year	FY3/2017 Full Year	YoY	Forecast (8-Nov)	Change	FY3/2016 Q1	Q2	Q3	Q4	FY3/2017 Q1	Q2	Q3	Q4
売上高	Net Sales	137,130	81,455	-55,675	90,000	-8,545	35,947	38,701	24,804	37,678	9,371	22,450	35,911	13,723
パチンコ	Pachinko	98,273	60,534	-37,739	67,300	-6,766	20,762	32,615	12,746	32,150	5,619	18,220	30,029	6,666
パチスロ	Pachislot	26,007	13,238	-12,769	15,000	-1,762	11,504	3,428	7,178	3,897	2,111	2,926	2,810	5,391
補給機器	Ball Bearing Supply	12,159	7,204	-4,955	7,200	+4	3,486	2,501	4,660	1,512	1,517	1,190	2,940	1,557
その他事業	Other Business	689	477	-212	500	-23	194	155	222	118	124	113	132	108
売上原価	Cost of Sales	75,638	38,409	-37,229	45,500	-7,091	20,422	20,427	13,896	20,893	4,568	10,053	16,656	7,132
売上総利益	Gross Profit	61,492	43,045	-18,447	44,500	-1,455	15,524	18,274	10,909	16,785	4,803	12,397	19,255	6,590
販管費	SG & A Expenses	42,665	37,986	-4,679	41,500	-3,514	9,754	12,666	9,209	11,036	7,466	11,419	11,368	7,733
営業利益	Operating Income	18,826	5,059	-13,767	3,000	+2,059	5,770	5,607	1,700	5,749	(2,662)	978	7,885	(1,142)
パチンコ	Pachinko	19,053	10,402	-8,651	9,500	+902	3,650	7,215	1,338	6,850	(1,505)	3,510	9,836	(1,439)
パチスロ	Pachislot	4,864	(225)	-5,089	(1,200)	+975	3,251	64	1,400	149	19	(672)	(881)	1,309
補給機器	Ball Bearing Supply	366	333	-33	300	+33	84	59	193	30	29	3	230	71
その他事業	Other Business	(706)	(665)	+41	(500)	-165	(177)	(145)	(137)	(247)	(193)	(159)	(173)	(140)
消去又は全社	Elimination/Corporate	(4,752)	(4,785)	-33	(5,100)	+315	(1,038)	(1,586)	(1,094)	(1,034)	(1,013)	(1,703)	(1,125)	(944)
経常利益	Recurring Income	19,965	3,832	-16,133	4,000	-168	6,202	6,041	2,129	5,593	(2,494)	737	7,499	(1,910)
特別利益	Extraordinary Gains	0	8	+8	8	+0	0	0	0	0	0	8	0	0
特別損失	Extraordinary Losses	3,383	156	-3,227	26	+130	7	1	84	3,291	15	11	40	90
当期純利益	Net Income	10,485	1,777	-8,708	2,500	-723	4,282	4,222	1,401	580	(1,910)	307	5,020	(1,640)
EPS: 円	EPS: yen	126.78	21.94	-104.84	30.86	-8.92								

## 販売台数：台 Machines sales: units

パチンコ	Pachinko	296,346	172,954	-123,392	195,000	-22,046	65,932	87,863	51,591	90,960	15,309	62,379	76,043	19,223
SANKYO+JB	SANKYO+JB	207,082	76,224	-130,858	91,000	-14,776	59,205	30,548	43,251	74,078	14,252	27,310	17,659	17,003
Bisty	Bisty	89,264	96,730	+7,466	104,000	-7,270	6,727	57,315	8,340	16,882	1,057	35,069	58,384	2,220
パチスロ	Pachislot	80,125	32,959	-47,166	39,000	-6,041	35,771	8,981	22,995	12,378	4,831	6,714	6,222	15,192
SANKYO	SANKYO	25,749	20,074	-5,675	24,000	-3,926	11,177	6,973	7,599	0	4,831	6,714	5,864	2,665
Bisty	Bisty	54,376	12,885	-41,491	15,000	-2,115	24,594	2,008	15,396	12,378	0	0	358	12,527

## Pachinko and Pachislot Machines Sales Results

## Pachinko

	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	Evangeliion 9 Z	Bisty (Sep-16)	1 8,200
	エヴァンゲリオンXR	Evangeliion 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	Evangeliion 11 Time to Rise	Bisty (Dec-16)	1 57,800
Q4	フィーバーQueen II	Fever Queen II	JB (Jan-17)	2 6,100
	フィーバー a-nation Y	Fever a-nation Y	SANKYO (Jan-17)	1 --
	パトラッシュJ BLUE	Patrush J BLUE	JB (Jan-17)	1 --
	鉄拳2 Y	TEKKEN 2 Y	Bisty (Jan-17)	1 --
	フィーバー倅田來未5	Fever KODA KUMI V Special Live	SANKYO (Feb-17)	1 5,100
	フィーバーサムライブレード	Fever SAMURAI BLADE	SANKYO (Mar-17)	1 --
Total				172,954

## Pachislot

	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) 7,100
Q4	エヴァンゲリオン 勝利への願い	Evangeliion "Wish of Victory"	Bisty (Feb-17) 9,000
	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) --
Total			32,959



## Forecast for FY3/2018

連結：百万円	Consolidated: million yen	FY 3/2017	FY 3/2018	YoY
売上高	Net Sales	81,455	97,000	+15,545
パチンコ	Pachinko	60,534	74,200	+13,666
パチスロ	Pachislot	13,238	14,700	+1,462
補給機器	Ball Bearing Supply	7,204	7,600	+396
その他事業	Other Business	477	500	+23
売上原価	Cost of Sales	38,409	49,600	+11,191
売上総利益	Gross Profit	43,045	47,400	+4,355
販管費	SG & A Expenses	37,986	39,300	+1,314
営業利益	Operating Income	5,059	8,100	+3,041
パチンコ	Pachinko	10,402	13,300	+2,898
パチスロ	Pachislot	(225)	200	+425
補給機器	Ball Bearing Supply	333	400	+67
その他事業	Other Business	(665)	(600)	+65
消去又は全社	Elimination/Corporate	(4,785)	(5,200)	-415
経常利益	Recurring Income	3,832	8,700	+4,868
特別利益	Extraordinary Gains	8	0	-8
特別損失	Extraordinary Losses	156	0	-156
当期純利益	Net Income	1,777	5,800	+4,023
EPS: 円	EPS: yen	21.94	71.58	+49.64

連結	Consolidated	FY 3/2017	FY 3/2018	YoY
売上総利益率	Gross Margin	52.8%	48.9%	-4.0pt
営業利益率	Operating Margin	6.2%	8.4%	+2.1pt

販売費及び  
一般管理費SG & A  
Expenses

連結：百万円	Consolidated: million yen	FY 3/2017	FY 3/2018	YoY
販売手数料	Sales Commission	5,355	5,666	+311
広告宣伝費	Advertising Expenses	2,024	2,449	+425
研究開発費	R&D Expenses	19,411	20,207	+796
給与手当	Salaries & Wages	3,163	3,207	+44
その他	Others	8,033	7,771	-262

連結：百万円	Consolidated: million yen	FY 3/2017	FY 3/2018	YoY
設備投資額	Capital Expenditure	3,633	4,199	+566
減価償却費	Depreciation & Amortizati	2,971	3,289	+318

連結	Consolidated	FY 3/2017	FY 3/2018	YoY
従業員数	No. of Employees	1,065	1,071	+6
開発人員数	No. of R&D Staff	326	331	+5

間接販売比率（累計）	Indirect Sales Ratio	FY 3/2017	FY 3/2018	YoY
SANKYO+JB Pachinko		34.6%	34.5%	-0.1pt
SANKYO Pachislot		42.8%	42.8%	+0.0pt

パチンコ機  
関連事業Pachinko  
Machines  
Business

連結：百万円	Consolidated: million yen	FY3/2017	FY3/2018	YoY
売上高	Net Sales	60,534	74,200	+13,666
営業利益	Operating Income	10,402	13,300	+2,898
営業利益率	Percentage	17.2%	17.9%	+0.7pt

## 販売台数：台 Machines sales: units

販売台数：台	Machines sales: units	FY3/2017	FY3/2018	YoY
パチンコ合計	Pachinko	172,954	225,200	+52,246
SANKYO+JB	SANKYO+JB	76,224	141,200	+64,976
枠付き	Frame	33,823	63,500	+29,677
ゲージ盤	Gauge	42,401	77,700	+35,299
Bisty	Bisty	96,730	84,000	-12,730
枠付き	Frame	52,965	61,000	+8,035
ゲージ盤	Gauge	43,765	23,000	-20,765

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

販売タイトル数	Number of the released titles	FY3/2017	FY3/2018	YoY
パチンコ合計	Pachinko	11	14	+3
SANKYO+JB	SANKYO+JB	9	10	+1
Bisty	Bisty	2	4	+2

パチスロ機  
関連事業Pachislot  
Machines  
Business

連結：百万円	Consolidated: million yen	FY3/2017	FY3/2018	YoY
売上高	Net Sales	13,238	14,700	+1,462
営業利益	Operating Income	(225)	200	+425
営業利益率	Percentage	(1.7%)	1.4%	+3.1pt

## 販売台数：台 Machines sales: units

販売台数：台	Machines sales: units	FY3/2017	FY3/2018	YoY
パチスロ合計	Pachislot	32,959	40,000	+7,041
SANKYO	SANKYO	20,074	25,000	+4,926
Bisty	Bisty	12,885	15,000	+2,115

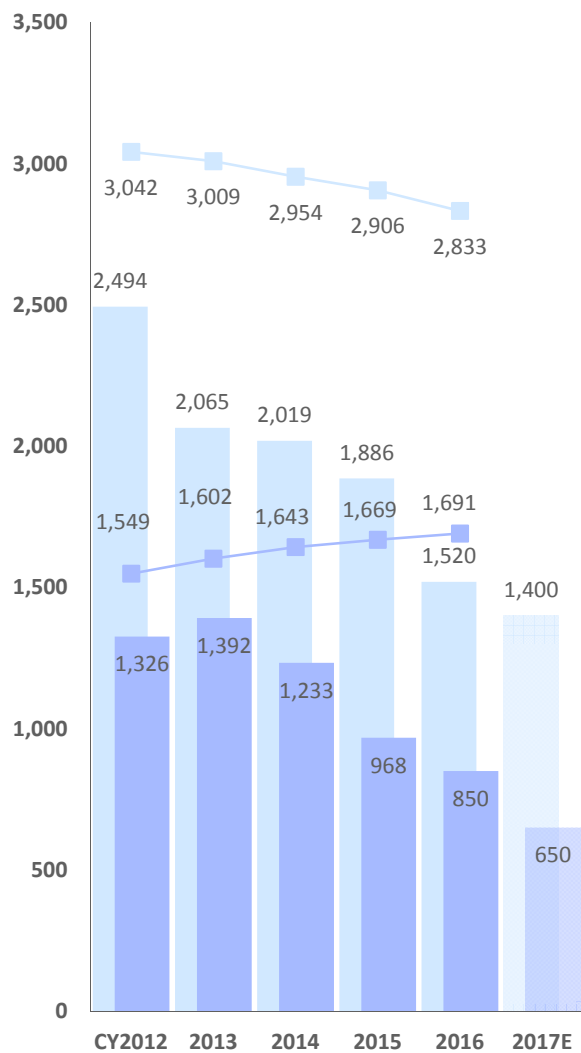
## 販売タイトル数 Number of the released titles

販売タイトル数	Number of the released titles	FY3/2017	FY3/2018	YoY
パチスロ合計	Pachislot	6	5	-1
SANKYO	SANKYO	4	4	+0
Bisty	Bisty	2	1	-1

## Return on Equity

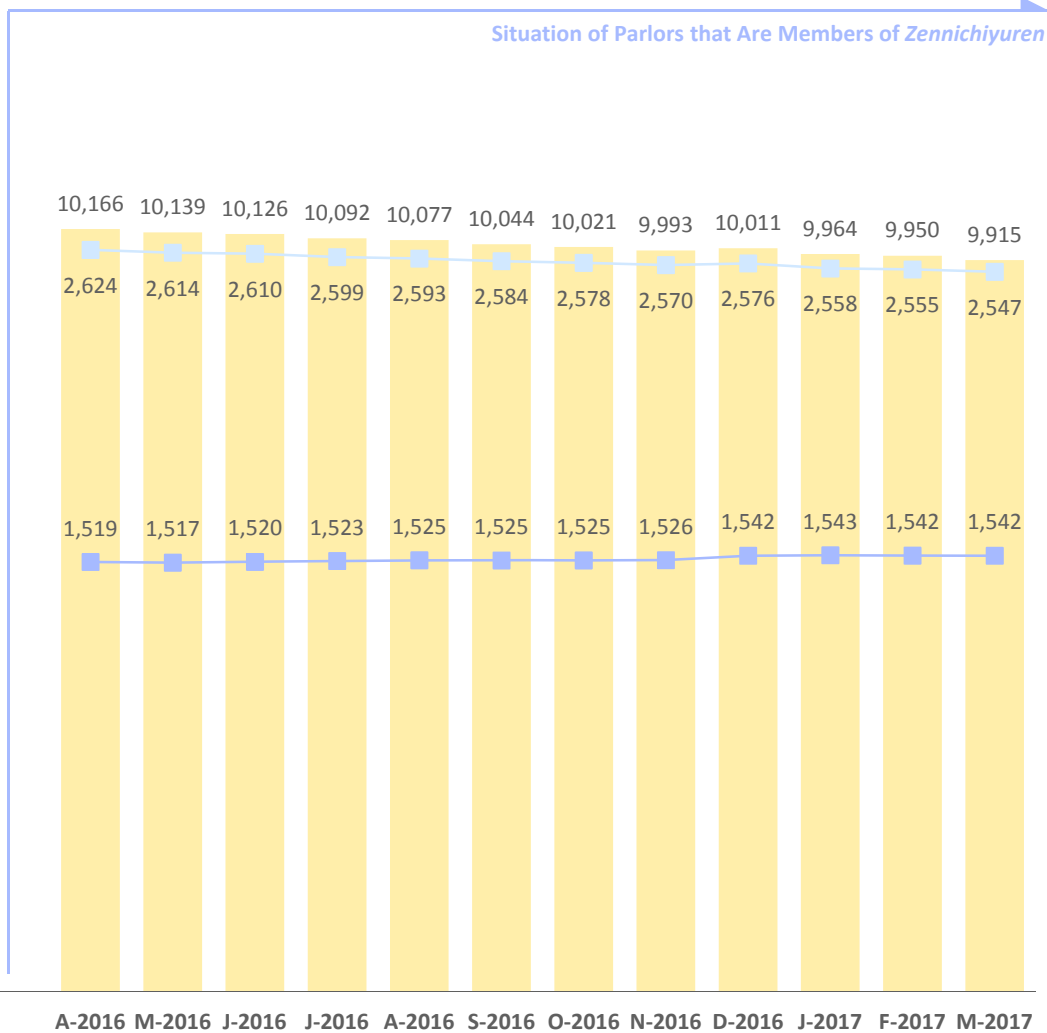
	million yen	3/2011	3/2012	3/2013	3/2014	3/2015	3/2016	3/2017	3/2018E
売上高	Net Sales	201,606	173,682	104,150	158,453	146,579	137,130	81,455	97,000
営業利益	Operating Income	51,923	40,315	7,023	28,023	13,233	18,826	5,059	8,100
経常利益	Recurring Income	55,909	44,396	9,488	30,144	14,870	19,965	3,832	8,700
当期純利益	Net Income	34,733	20,182	5,853	22,400	8,728	10,485	1,777	5,800
総資産	Total Assets	488,636	495,988	464,259	451,149	434,648	414,183	390,585	
純資産	Total Net Assets	419,658	418,303	402,918	413,096	371,670	348,941	340,287	
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	8.4%	4.8%	1.4%	5.5%	2.2%	2.9%	0.5%	
ROE 5期平均	Average ROE of five consecutive fiscal years	9.5%	8.4%	6.2%	5.8%	4.5%	3.4%	2.5%	
当期純利益率	Net Income Ratio	17.2%	11.6%	5.6%	14.1%	6.0%	7.6%	2.2%	
総資産回転率	Total Asset Turnover	0.42	0.35	0.22	0.35	0.33	0.32	0.20	
財務レバレッジ	Financial Leverage	1.15	1.18	1.17	1.12	1.13	1.18	1.17	

thou. units



全日遊連加盟パラーの状況

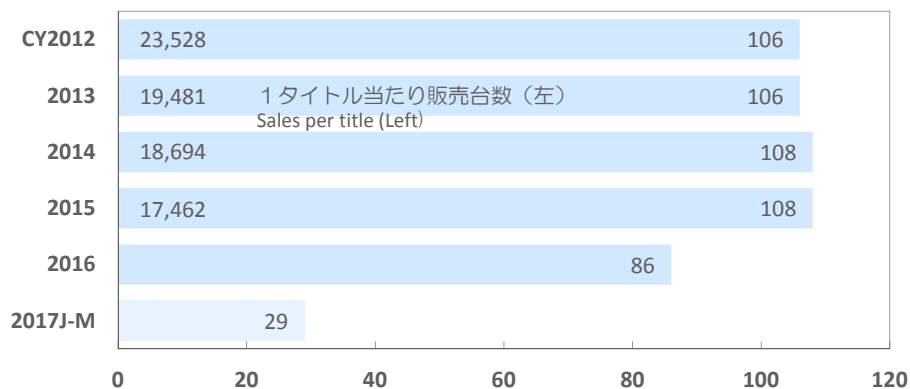
Situation of Parlors that Are Members of Zennichiyuren



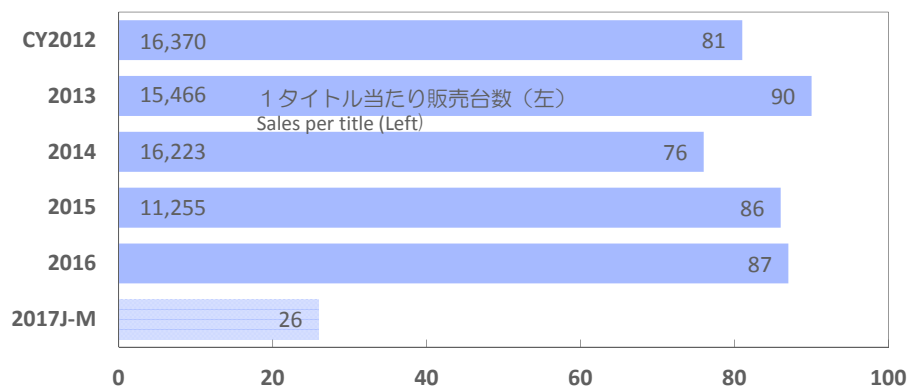
- パチンコ設置台数  
No. of installed Pachinko Machines
- パチンコ販売台数  
No. of Shipped Pachinko Machines
- パチスロ設置台数  
No. of installed Pachislot Machines
- パチスロ販売台数  
No. of Shipped Pachislot Machines
- 営業中の店舗数  
No. of outlets currently in operation

## 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

		2012	2013	2014	2015	2016	2017J-M
受付	Applicant	598	503	613	731	864	219
適合	Pass	534	412	505	519	396	107
不適合	Fail	87	71	97	172	458	130
SANKYO+JB		30	28	40	38	39	8
Bisty		6	10	10	8	8	1
SANKYO Group Total		36	38	50	46	47	9

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

### パチスロ機 Pachislot Machines

		2012	2013	2014	2015	2016	2017J-M
受付	Applicant	720	629	526	650	736	224
適合	Pass	253	251	203	250	300	85
不適合	Fail	449	391	342	328	444	133
SANKYO		8	9	9	21	7	8
Bisty		9	14	0	11	8	0
SANKYO Group Total		17	23	9	32	15	8

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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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.