

証券コード 6417

2018年3月期 第1四半期 決算説明会

平成29年8月8日

**Presentation on Business Results
for the First Quarter of FY 3/2018**
(April 1, 2017 to June 30, 2017)

Kimihisa Tsutsui
President & Chief Operating Officer

August 8, 2017 at Bellesalle Yaesu

1st Sec. of the TSE #6417
Current Price: ¥ 3,620 (July 31, 2017)
Shares Outstanding: 89.5 million
Market Cap: ¥ 324,324 million

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株式会社SANKYO

代表取締役社長 筒井公久



Good luck. Good life.

SANKYO

2018年3月期 第1四半期 総括

Overview of the First Quarter of FY 3/2018



売上高
Net Sales

11,108 million yen
YoY +18.5%

営業利益
Operating Income

(2,340) million yen

依存問題対策の取り組み強化

風適法施行規則等の改正

大型タイトルのリリースがなく営業損失へ

フィールズ株式を一部売却、持分法適用除外へ

Strengthening of initiatives for countermeasures against compulsive gambling

Revision of the Ordinance for Enforcement of the Act on Control and Improvement of Amusement Business, etc. and other regulations

Operating loss due to no release of a major title

Sold part of shareholding in Fields. Fields is no longer an affiliate accounted for by the equity method

million yen	FY 3/2017 1st Quarter	FY 3/2018 1st Quarter	YoY	
売上高 Net Sales	9,371 100.0%	11,108 100.0%	+1,737	+18.5%
売上原価 Cost of Sales	4,568 48.7%	5,376 48.4%	+808 -0.3pt	+17.7%
売上総利益 Gross Profit	4,803 51.3%	5,732 51.6%	+929 +0.3pt	+19.3%
販管費 SG & A Expenses	7,466 79.7%	8,072 72.7%	+606 -7.0pt	+8.1%
営業利益 Operating Income	(2,662) -28.4%	(2,340) -21.1%	+322 +7.3pt	
経常利益 Recurring Income	(2,494) -26.6%	(1,818) -16.4%	+676 +10.2pt	
親会社株主に帰属する 四半期純利益 Net Income attributable to owners of parent	(1,910) -20.4%	(1,167) -10.5%	+743 +9.9pt	

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連結売上高

Net Sales

FY 3/2017 1 st Quarter (Apr-Jun)	9,371
パチンコ機関連事業 Pachinko Machines Business	-19
パチスロ機関連事業 Pachislot Machines Business	+1,795
補給機器関連事業 Ball Bearing Supply Business	-38
その他の事業 Other Businesses	-2
FY 3/2018 1 st Quarter (Apr-Jun)	11,108

million yen	FY 3/2017 1st Quarter	FY 3/2018 1st Quarter	YoY
売上高 Net Sales	9,371	11,108	+1,737
パチンコ機関連事業 Pachinko Machines Business	5,619	5,600	-19
パチスロ機関連事業 Pachislot Machines Business	2,111	3,906	+1,795
補給機器関連事業 Ball Bearing Supply Business	1,517	1,479	-38
その他の事業 Other Businesses	124	122	-2
		+1,737	
	million yen		

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パチンコ機関連事業

Pachinko Machines Business

FY 3/2017 1 st Quarter (Apr-Jun)	5,619
SANKYO+JBパチンコ機の数量減少 Sales volume of SANKYO-brand and JB-brand pachinko machines decreases.	-1,924
SANKYO+JBパチンコ機の価格下落 Unit price of SANKYO-brand and JB-brand pachinko machines decreases.	-269
Blstyパチンコ機の数量増加 Sales volume of Bisty-brand pachinko machines increases.	+1,873
Blstyパチンコ機の価格下落 Unit price of Bisty-brand pachinko machines decreases.	-88
その他 Other factors	+389
FY 3/2018 1st Quarter (Apr-Jun)	5,600

million yen	FY 3/2017 1st Quarter	FY 3/2018 1st Quarter	YoY
売上高 Net Sales	5,619	5,600	-19
営業利益 Operating Income	(1,505) -26.8%	(1,970) -35.2%	-465
販売台数 Unit Sales of Pachinko Machines	15,309	14,936	-373
SANKYO+JB	14,252	8,146	-6,106
Frame	6,077	3,548	-2,529
Gauge	8,175	4,598	-3,577
Bisty	1,057	6,790	+5,733
Frame	951	648	-303
Gauge	106	6,142	+6,036
			-19 million yen

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パチスロ機関連事業

Pachislot Machines Business

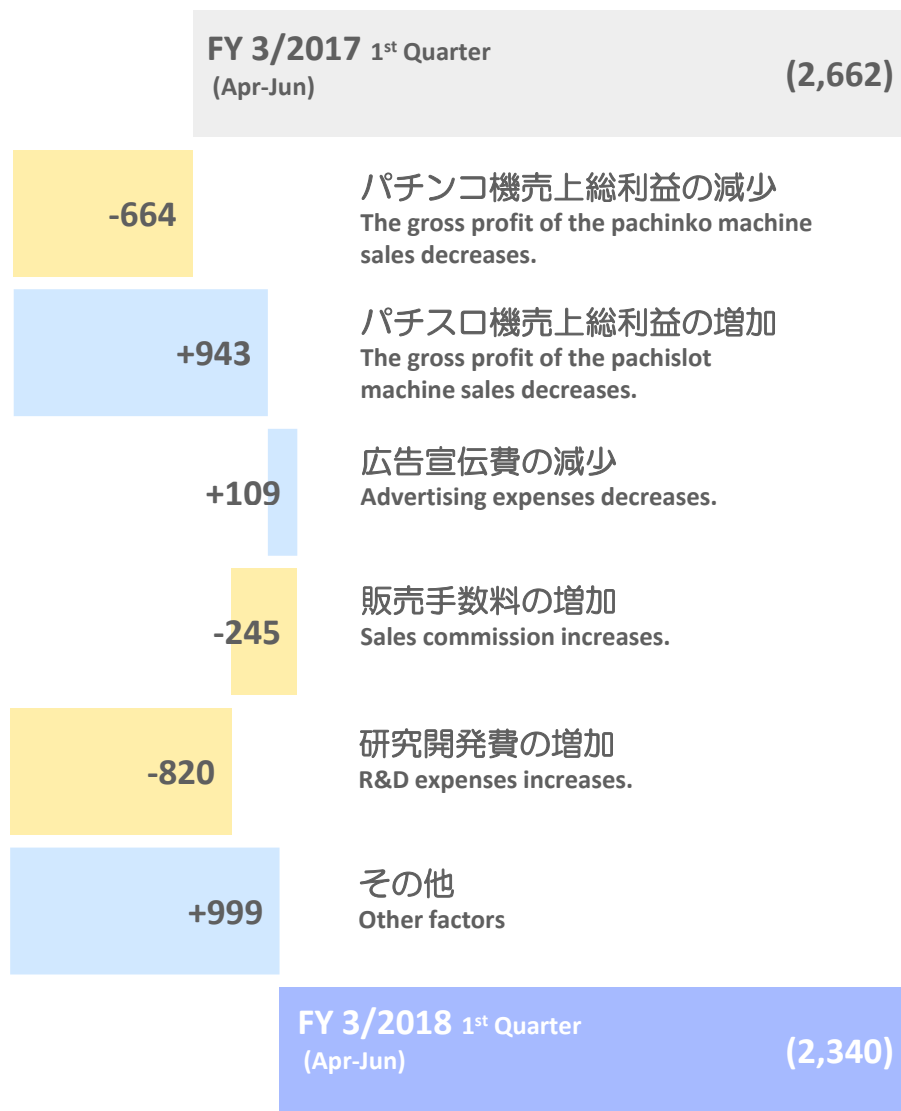
FY 3/2017 1 st Quarter (Apr-Jun)	2,111
SANKYOパチスロ機の数量増加 Sales volume of SANKYO-brand pachislot machines increases.	+1,659
SANKYOパチスロ機の価格上昇 Unit price of SANKYO-brand pachislot machines increases.	+33
Blstyパチスロ機の数量差異 Volume difference of Bisty-brand pachislot machines	0
Blstyパチスロ機の価格上昇 Unit price of Bisty-brand pachislot machines increases.	+136
その他 Other factors	-33
FY 3/2018 1 st Quarter (Apr-Jun)	3,906

million yen	FY 3/2017 1st Quarter	FY 3/2018 1st Quarter	YoY
売上高 Net Sales	2,111	3,906	+1,795
営業利益 Operating Income	19 0.9%	814 20.8%	+795
販売台数 Unit Sales of Pachislot Machines	4,831	9,263	+4,432
SANKYO	4,831	8,868	+4,037
Bisty	0	395	+395

+1,795
million yen

連結営業利益

Operating Income



million yen	FY 3/2017 1st Quarter	FY 3/2018 1st Quarter	YoY
売上高 Net Sales	9,371	11,108	+1,737
売上原価 Cost of Sales	4,568	5,376	+808
売上総利益 Gross Profit	4,803	5,732	+929
販管費 SG & A Expenses	7,466	8,072	+606
広告宣伝費 Advertising Expenses	433	324	-109
販売手数料 Sales Commission	236	481	+245
研究開発費 R&D Expenses	3,933	4,753	+820
営業利益 Operating Income	(2,662)	(2,340)	+322

million yen

Consolidated Balance Sheets

million yen	As of 31-Mar-17	As of 30-Jun-17	Change	
当座資産 Quick assets	304,451	291,823	-12,628	国債の償還、受取手形の減少 Redemption of Japanese Government Bonds (JGBs) and a decrease in notes receivable
流動資産 Total current assets	317,552	307,063	-10,489	
投資有価証券 Investment securities	21,612	22,875	+1,263	
固定資産 Total fixed assets	73,032	73,926	+894	
資産合計 Total assets	390,585	380,990	-9,595	
流動負債 Total current liabilities	21,930	17,751	-4,179	電子記録債務の減少 A decrease in electronically recorded obligations - operating
新株予約権付社債 Bonds with subscription rights to shares	20,066	20,061	-5	
固定負債 Total long-term liabilities	28,368	28,442	+74	
負債合計 Total liabilities	50,298	46,193	-4,105	
純資産合計 Total net assets	340,287	334,797	-5,490	配当金の支払いを減算、持分法適用除外による影響を加算 Deduction of cash dividends paid and addition of the effect of exclusion of Fields from equity-method affiliates
負債純資産合計 Total liabilities and total net assets	390,585	380,990	-9,595	

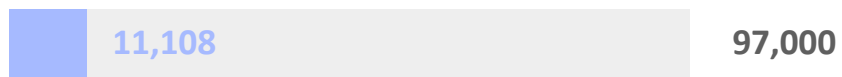
販売予定タイトル

Number of Pachinko/Pachislot Titles to be Released

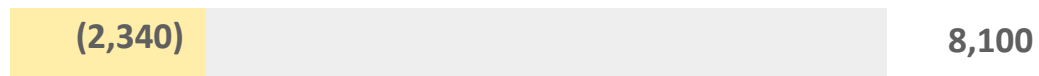
	Q1 Apr-Jun	Q2 Jul-Sep	From Q3 onward Q3以降
Pachinko リユースを除く Excluding Reused Models 14 titles	JB 新夏祭り <i>Shin-Natsumatsuri</i>	JB ジェットアローⅡ号 <i>Jet Arrow #2</i>	SANKYO JB x 6
	Bisty エヴァンゲリオン 11 YR <i>Evangelion 11 "Time to Rise" YR</i>	SANKYO フィーバー戦姫絶唱シンフォギア <i>Fever Symphogear</i>	Bisty x 3
	SANKYO フィーバー倅田来未5 Y <i>Fever KODA KUMI 5 Y</i>	SANKYO アクエリオンEVOL <i>Aquarion EVOL</i>	SANKYO x 1
Reused Models パチンコリユース	SANKYO フィーバータイガーマスク3 YR <i>Fever Tigermask 3 YR</i>	SANKYO ゴルゴ13 <i>Golgo 13</i>	Bisty x 1
	SANKYO マクロスフロンティア3 <i>Macross Frontier 3</i>		
Pachislot 5 titles			

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.

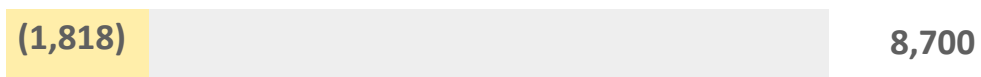
売上高 Net Sales 11.5%



営業利益 Operating Income -28.9%

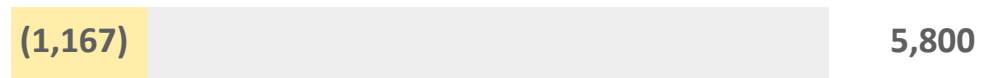


経常利益 Recurring Income -20.9%

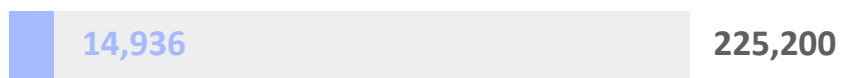


親会社株主に帰属する

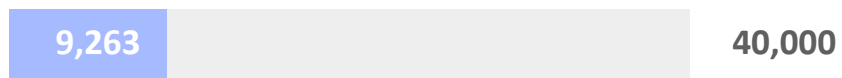
四半期純利益 Net Income attributable to owners of parent -20.1%



パチンコ販売台数 Unit Sales of Pachinko Machines 6.6%



パチスロ販売台数 Unit Sales of Pachislot Machines 23.2%



パチンコ 新台3タイトル

パチスロ 新台1タイトル

Pachinko: 3 titles for new machines

Pachislot: 1 title for new machines

市場の見通し と当社の取り組み

Market Forecasts and SANKYO's Initiatives



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)

風俗営業等の規制及び業務の適正化等に関する法律

Act on Control and Improvement of Amusement Business, etc.

風俗営業等の規制及び業務の適正化等に関する法律施行令

Order for Enforcement of the Act on Control and Improvement of Amusement Business, etc.

2004年以来14年ぶりの改正
First amendment in 14 years since 2004

風俗営業等の規制及び業務の適正化等に関する法律施行規則

Ordinance for Enforcement of the Act on Control and Improvement of Amusement Business, etc.

遊技機の認定及び型式の検定等に関する規則

Regulations Concerning the Certification and Official Inspection of Game Machines

風俗営業等の規制及び業務の適正化等に関する法律等の解釈運用基準

Standards for Interpretation and Practice of the Act on Control and Improvement of Amusement Business, etc.

遊技機の型式に関する技術上の規格の試験

Testing of technical specifications concerning formats of game machines

日工組（日本遊技機工業組合）
ぱちんこ遊技機／回胴式遊技機に関する内規

Internal Regulations of *Nikkoso (Nihon Yugiki Kogyo Kumiai)*
Concerning Pachinko/Pachislot Machines

日電協（日本電動式遊技機工業協同組合）
回胴式遊技機に関する内規

Internal Regulations of *Nichidenkyo (Nihon Dendoshiki Yugiki Kogyo Kyodo Kumiai)* Concerning Pachislot Machines

最大出玉の見直し Revision of the maximum payout

大当たり1回で獲得できる最大出玉数を現行の払い出し2,400個（メダル480枚）から1,500個（300枚）へと抑制。

The maximum number of balls paid out per jackpot will be reduced from the current 2,400 balls (480 tokens) to 1,500 balls (300 tokens).

パチンコにも設定を許可 Enabling “setting” for pachinko machines

パチスロ同様、パチンコにも「大当たり確率に関わる設定」を設けることが可能になる。

Similar to pachislot machines, it will become possible to provide “settings of jackpot probability” of pachinko machines.

出玉率試験の見直し Revision of payout ratio testing

新たに短中時間試験（パチンコは4時間試験、パチスロは1,600ゲーム試験）が追加。

Short and medium time tests (4-hour test for pachinko machines, 1,600-game test for pachislot machines) will be added.

「管理遊技機」に関する規格を制定 Formulation of standards concerning “controlled game machines”

「管理遊技機」（「封入式遊技機」「エコ遊技機」と呼ばれていたもの）に搭載可能な表示装置の規格等を明記。

Standards of displays mountable on “controlled game machines” (those previously referred to as “enclosed-type game machines” or “eco game machines”)

総販売台数

Total number of units sold

YoY
about

-5%

販売単価

Unit price

上昇傾向

Upward trend

400,000円台後半の値付けが登場。
Advent of pricing slightly below 500,000 yen.

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～6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 June)
Little interest in titles other than major titles; continuation of small-lot sales

総販売台数

Total number of units sold

横ばい

Flat

販売単価

Unit price

横ばい

Flat

400,000円超が一般的な水準。

Unit price exceeding 400,000 yen is the general level.

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

2万台以上販売は4タイトル（1月～6月）。

前年に引き続きバラエティ設置が進む。

4 titles sold 20,000 units or more. (January to June)

Trend toward installing a variety of machines continues from 2016

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

検定の有効期間が残る旧基準機の人気が続中。

Machines compliant with the former standards whose certification of inspection is still valid remain popular.

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

新基準（改正規則）への対応

Response to the new standards (revised regulations)

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

オリジナルコンテンツ

Original content

コスト管理

Cost management

フレキシブルな商品開発および市場投入

Flexible product development and market introduction

付属資料

Appendix

Business Results for the First Quarter of FY 3/2018

連結：百万円	Consolidated: million yen	FY 3/2018		Forecast		FY 3/2016				FY 3/2017			
		Q1	YoY	Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
売上高	Net Sales	11,108	+1,737	97,000	35,947	38,701	24,804	37,678	9,371	22,450	35,911	13,723	
パチンコ	Pachinko	5,600	-19	74,200	20,762	32,615	12,746	32,150	5,619	18,220	30,029	6,666	
パチスロ	Pachislot	3,906	+1,795	14,700	11,504	3,428	7,178	3,897	2,111	2,926	2,810	5,391	
補給機器	Ball Bearing Supply	1,479	-38	7,600	3,486	2,501	4,660	1,512	1,517	1,190	2,940	1,557	
その他事業	Other Business	122	-2	500	194	155	222	118	124	113	132	108	
売上原価	Cost of Sales	5,376	+808	49,600	20,422	20,427	13,896	20,893	4,568	10,053	16,656	7,132	
売上総利益	Gross Profit	5,732	+929	47,400	15,524	18,274	10,909	16,785	4,803	12,397	19,255	6,590	
販管費	SG & A Expenses	8,072	+606	39,300	9,754	12,666	9,209	11,036	7,466	11,419	11,368	7,733	
営業利益	Operating Income	(2,340)	+322	8,100	5,770	5,607	1,700	5,749	(2,662)	978	7,885	(1,142)	
パチンコ	Pachinko	(1,970)	-465	13,300	3,650	7,215	1,338	6,850	(1,505)	3,510	9,836	(1,439)	
パチスロ	Pachislot	814	+795	200	3,251	64	1,400	149	19	(672)	(881)	1,309	
補給機器	Ball Bearing Supply	66	+37	400	84	59	193	30	29	3	230	71	
その他事業	Other Business	(165)	+28	(600)	(177)	(145)	(137)	(247)	(193)	(159)	(173)	(140)	
消去又は全社	Elimination/Corporate	(1,255)	-242	(5,200)	(1,038)	(1,586)	(1,094)	(1,034)	(1,013)	(1,703)	(1,125)	(944)	
経常利益	Recurring Income	(1,818)	+676	8,700	6,202	6,041	2,129	5,593	(2,494)	737	7,499	(1,910)	
特別利益	Extraordinary Gains	2	+2	0	0	0	0	0	0	8	0	0	
特別損失	Extraordinary Losses	45	+30	0	7	1	84	3,291	15	11	40	90	
当期純利益	Net Income	(1,167)	+743	5,800	4,282	4,222	1,401	580	(1,910)	307	5,020	(1,640)	
EPS: 円	EPS: yen			71.58									

販売台数：台 Machines sales: units

パチンコ	Pachinko	14,936	-373	225,200	65,932	87,863	51,591	90,960	15,309	62,379	76,043	19,223
SANKYO+JB	SANKYO+JB	8,146	-6,106	141,200	59,205	30,548	43,251	74,078	14,252	27,310	17,659	17,003
Bisty	Bisty	6,790	+5,733	84,000	6,727	57,315	8,340	16,882	1,057	35,069	58,384	2,220
パチスロ	Pachislot	9,263	+4,432	40,000	35,771	8,981	22,995	12,378	4,831	6,714	6,222	15,192
SANKYO	SANKYO	8,868	+4,037	25,000	11,177	6,973	7,599	0	4,831	6,714	5,864	2,665
Bisty	Bisty	395	+395	15,000	24,594	2,008	15,396	12,378	0	0	358	12,527

Pachinko Machines Business

連結：百万円	Consolidated: million yen	FY 3/2018		Forecast		FY 3/2016				FY 3/2017			
		Q1	YoY	Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
売上高	Net Sales	5,600	-19	74,200	20,762	32,615	12,746	32,150	5,619	18,220	30,029	6,666	
営業利益	Operating Income	(1,970)	-465	13,300	3,650	7,215	1,338	6,850	(1,505)	3,510	9,836	(1,439)	
営業利益率	Percentage	(35.2%)	-8.4pt	17.9%	17.6%	22.1%	10.5%	21.3%	(26.8%)	19.3%	32.8%	(21.6%)	

販売台数：台 Machines sales: units

		FY 3/2018	YoY	Forecast	FY 3/2016	Q2	Q3	Q4	FY 3/2017	Q2	Q3	Q4
パチンコ合計	Pachinko	14,936	-373	225,200	65,932	87,863	51,591	90,960	15,309	62,379	76,043	19,223
SANKYO+JB	SANKYO+JB	8,146	-6,106	141,200	59,205	30,548	43,251	74,078	14,252	27,310	17,659	17,003
枠付き	Frame	3,548	-2,529	63,500	36,899	17,574	15,538	55,257	6,077	12,299	8,168	7,279
ゲージ盤	Gauge	4,598	-3,577	77,700	22,306	12,974	27,713	18,821	8,175	15,011	9,491	9,724
Bisty	Bisty	6,790	+5,733	84,000	6,727	57,315	8,340	16,882	1,057	35,069	58,384	2,220
枠付き	Frame	648	-303	61,000	4,355	48,794	1,015	10,366	951	11,696	40,177	141
ゲージ盤	Gauge	6,142	+6,036	23,000	2,372	8,521	7,325	6,516	106	23,373	18,207	2,079

	Series name		No. of models	Sales: units	
FY 3/2018	フィーバータイガーマスク3 YR	Fever Tiger Mask 3 YR	SANKYO	(Apr-17) 1	--
Q1	エヴァンゲリオン11 YR	Evangelion 11 Time to Rise YR	Bisty	(Jun-17) 1	6,500
	新夏祭り	Shin-Natsumatsuri	JB	(Jun-17) 2	--
	フィーバー倭田来未5 Y	Fever KODA KUMI V Special Live Y	SANKYO	(Jun-17) 1	--
Q2	ジェットアローII号	Jet Arrow #2	JB	(Jul-17) 2	
	フィーバー戦姫絶唱シンフォギア	Fever Symphogear	SANKYO	(Jul-17) 1	
					Total
					14,936

Pachislot Machines Business

連結：百万円	Consolidated: million yen	FY 3/2018	YoY	Forecast	FY3/2016				FY 3/2017			
		Q1		Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
売上高	Net Sales	3,906	+1,795	14,700	11,504	3,428	7,178	3,897	2,111	2,926	2,810	5,391
営業利益	Operating Income	814	+795	200	3,251	64	1,400	149	19	(672)	(881)	1,309
営業利益率	Percentage	20.8%	+19.9pt	1.4%	28.3%	1.9%	19.5%	3.8%	0.9%	(23.0%)	(31.4%)	24.3%

販売台数：台 Machines sales: units

		FY 3/2018	YoY	Forecast	FY3/2016				FY 3/2017			
		Q1		Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
パチスロ合計	Pachislot	9,263	+4,432	40,000	35,771	8,981	22,995	12,378	4,831	6,714	6,222	15,192
SANKYO	SANKYO	8,868	+4,037	25,000	11,177	6,973	7,599	0	4,831	6,714	5,864	2,665
Bisty	Bisty	395	+395	15,000	24,594	2,008	15,396	12,378	0	0	358	12,527

	Series name			Sales: units	Total
FY 3/2018	マクロスフロンティア3	Macross Frontier 3	SANKYO	(May-17)	8,400
Q2	アクエリオンEVOL	Aquarion EVOL	SANKYO	(Jun-17)	
	ゴルゴ13	Golgo 13	SANKYO	(Sep-17)	

GP Margin/OP Margin

連結	Consolidated	FY3/2018	YoY	Forecast	FY3/2016				FY3/2017			
		Q1		Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
売上総利益率	GP Margin	51.6%	+0.3pt	48.9%	43.2%	47.2%	44.0%	44.5%	51.3%	55.2%	53.6%	48.0%
営業利益率	OP Margin	(21.1%)	+7.3pt	8.4%	16.1%	14.5%	6.9%	15.3%	(28.4%)	4.4%	22.0%	(8.3%)

販売費及び一般管理費
SG & A Expenses

連結：百万円	Consolidated: million yen	FY3/2018	YoY	Forecast	FY3/2016				FY3/2017			
		Q1		Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
販売手数料	Sales Commission	481	+245	5,666	856	3,631	508	1,168	236	1,282	3,639	198
広告宣伝費	Advertising Expenses	324	-109	2,449	375	724	687	1,668	433	764	427	400
研究開発費	R&D Expenses	4,753	+820	20,207	5,662	5,336	5,324	5,637	3,933	6,397	4,666	4,415
給与手当	Salaries & Wages	629	-37	3,207	734	685	1,204	741	666	692	1,142	663
その他	Others	1,885	-313	7,771	2,127	2,290	1,486	1,822	2,198	2,284	1,494	2,057

連結：百万円	Consolidated: million yen	FY3/2018	YoY	Forecast	FY3/2016				FY3/2017			
		Q1		Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
設備投資額	Capital Expenditure	871	+80	4,199	1,110	1,026	1,726	873	791	1,212	620	1,010
減価償却費	Depreciation & Amortization	562	-148	3,289	927	1,142	1,355	1,509	710	934	1,096	231

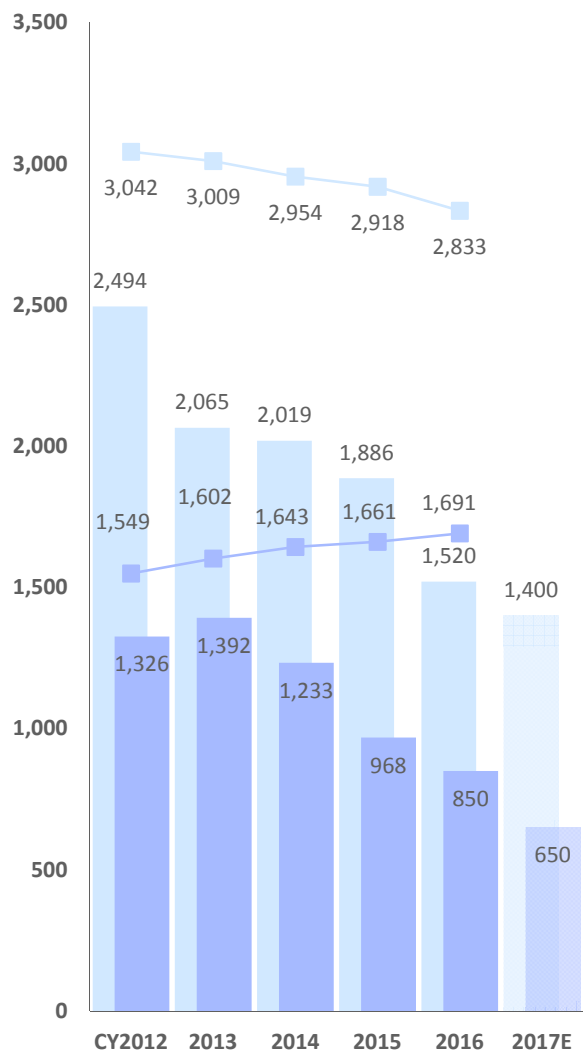
連結	Consolidated	FY3/2018	YoY	Forecast	FY3/2016				FY3/2017			
		Q1		Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
従業員数	No. of Employees	1,051	-42	1,071	1,087	1,093	1,092	1,084	1,093	1,081	1,079	1,065
開発人員数	No. of R&D Staff	328	-6	331	331	332	332	331	334	331	329	326

間接販売比率（累計）	Indirect Sales Ratio	FY3/2018	YoY	Forecast	FY3/2016				FY3/2017			
		Q1		Full Year	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
SANKYO+JB Pachinko		31.6%	-0.4pt	34.5%	34.5%	34.6%	34.6%	34.7%	32.0%	32.8%	34.5%	34.6%
SANKYO Pachislot		41.8%	-3.1pt	42.8%	46.0%	44.0%	43.2%	43.2%	44.9%	43.5%	43.1%	42.8%

Return on Equity

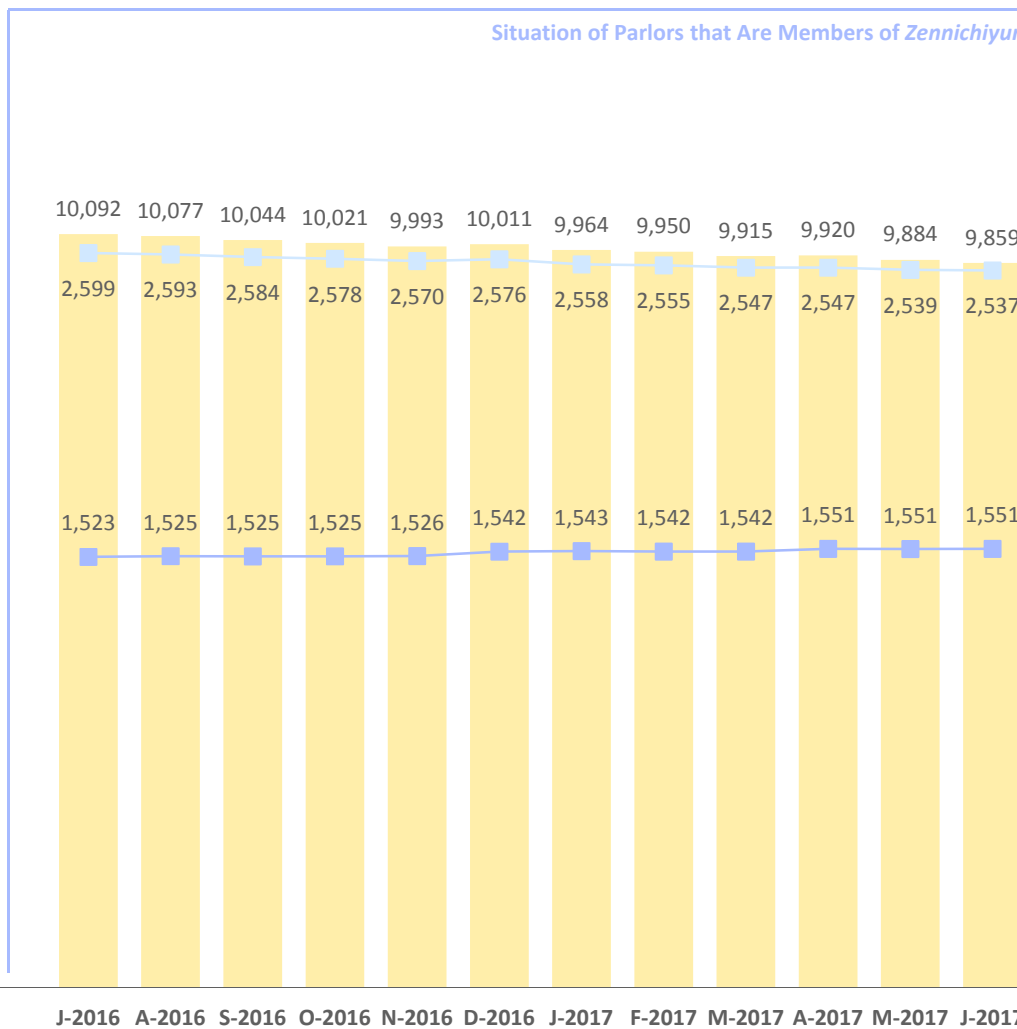
	million yen	3/2011	3/2012	3/2013	3/2014	3/2015	3/2016	3/2017	3/2018E
売上高	Net Sales	201,606	173,682	104,150	158,453	146,579	137,130	81,455	97,000
営業利益	Operating Income	51,923	40,315	7,023	28,023	13,233	18,826	5,059	8,100
経常利益	Recurring Income	55,909	44,396	9,488	30,144	14,870	19,965	3,832	8,700
当期純利益	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

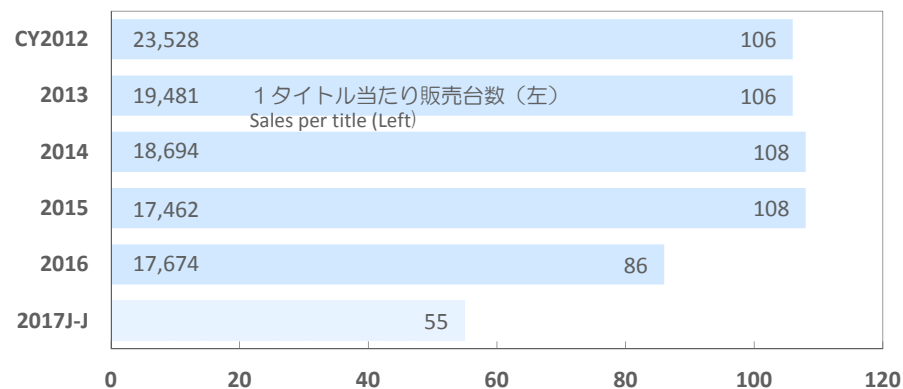
Situation of Parlors that Are Members of Zennichiyuren



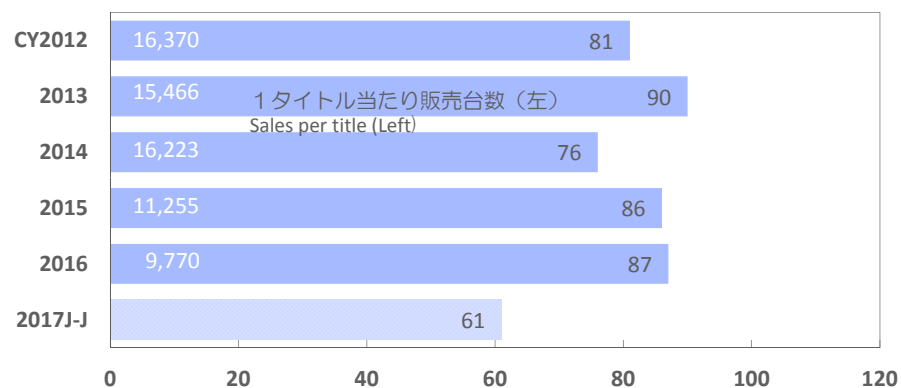
- パチンコ設置台数
No. of installed Pachinko Machines
- パチンコ販売台数
No. of Shipped Pachinko Machines
- パチスロ設置台数
No. of installed Pachislot Machines
- パチスロ販売台数
No. of Shipped Pachislot Machines
- 営業中の店舗数
No. of outlets currently in operation

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	2017-J
受付	Applicant	598	503	613	731	864	446
適合	Pass	534	412	505	519	396	193
不適合	Fail	87	71	97	172	458	257
SANKYO+JB		30	28	40	38	39	17
Bisty		6	10	10	8	8	2
SANKYO Group Total		36	38	50	46	47	19

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	2017-J
受付	Applicant	720	629	526	650	736	446
適合	Pass	253	251	203	250	300	158
不適合	Fail	449	391	342	328	444	289
SANKYO		8	9	9	21	7	11
Bisty		9	14	0	11	8	1
SANKYO Group Total		17	23	9	32	15	12

パロットを含む
including Palot

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【見通しに関する注意事項】

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