

証券コード 6417

2018年3月期 第3四半期 決算説明会

平成30年2月9日

**Presentation on Business Results
for the First Nine Months of FY 3/2018**
(April 1, 2017 to December 31, 2017)

Kimihisa Tsutsui
President & Chief Operating Officer

February 9, 2018 at Bellesalle Yaesu

1st Sec. of the TSE #6417
Current Price: ¥ 3,470 (February 7, 2018)
Shares Outstanding: 89.5 million
Market Cap: ¥ 310,903 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3四半期 総括（連結）

Overview of the First Nine Months of FY 3/2018

売上高
Net Sales

46,197 million yen
YoY -31.8%

営業利益
Operating Income

(2,913) million yen

エヴァンゲリオン 2018モデルを発売
フィーバー戦姫絶唱シンフォギアの再販を決定
通期業績予想を修正

Launch of *Evangelion 2018* model

Decided to resume sales of *Fever Symphogear*

Revised the forecasts of full-year financial results

FY 3/2018 million yen	(12-May)	(30-Jan)	Change
売上高 Net Sales	97,000 100.0%	84,000 100.0%	-13,000 -13.4%
売上原価 Cost of Sales	49,600 51.1%	43,600 51.9%	-6,000 -12.1%
売上総利益 Gross Profit	47,400 48.9%	39,900 47.5%	-7,500 -15.8%
販管費 SG & A Expenses	39,300 40.5%	35,900 42.7%	-3,400 -8.7%
営業利益 Operating Income	8,100 8.4%	4,000 4.8%	-4,100 -50.6%
経常利益 Recurring Income	8,700 9.0%	5,000 6.0%	-3,700 -42.5%
親会社株主に帰属する当期純利益 Net Income attributable to owners of parent	5,800 6.0%	3,500 4.2%	-2,300 -39.7%

Consolidated Statements of Income

million yen	FY 3/2017 9 Months	FY 3/2018 9 Months	YoY	
売上高 Net Sales	67,732 100.0%	46,197 100.0%	-21,535	-31.8%
売上原価 Cost of Sales	31,277 46.2%	23,433 50.7%	-7,844 +4.5pt	-25.1%
売上総利益 Gross Profit	36,455 53.8%	22,763 49.3%	-13,692 -4.5pt	-37.6%
販管費 SG & A Expenses	30,253 44.7%	25,676 55.6%	-4,577 +10.9pt	-15.1%
営業利益 Operating Income	6,201 9.2%	(2,913) -6.3%	-9,114 -15.5pt	
経常利益 Recurring Income	5,742 8.5%	(1,867) -4.0%	-7,609 -12.5pt	
親会社株主に帰属する 四半期純利益 Net Income attributable to owners of parent	3,417 5.0%	(1,282) -2.8%	-4,699 -7.8pt	

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連結売上高 (第3四半期連結累計期間)

Net Sales

FY 3/2017 1 st Nine Months (Apr-Dec)		67,732
パチンコ機関連事業 Pachinko Machines Business		-21,751
パチスロ機関連事業 Pachislot Machines Business	-26	
補給機器関連事業 Ball Bearing Supply Business	+200	
その他の事業 Other Businesses	+41	
FY 3/2018 1 st Nine Months (Apr-Dec)		46,197
		-21,535

million yen

million yen	FY 3/2017 9 Months	FY 3/2018 9 Months	YoY
売上高 Net Sales	67,732	46,197	-21,535
パチンコ機関連事業 Pachinko Machines Business	53,868	32,117	-21,751
パチスロ機関連事業 Pachislot Machines Business	7,847	7,821	-26
補給機器関連事業 Ball Bearing Supply Business	5,647	5,847	+200
その他の事業 Other Businesses	369	410	+41

Pachinko Machines Business

FY 3/2017 1 st Nine Months (Apr-Dec)	53,868
SANKYO+JBパチンコ機の数量減少 Sales volume of SANKYO-brand and JB-brand pachinko machines decreases.	-7,963
SANKYO+JBパチンコ機の価格上昇 Unit price of SANKYO-brand and JB-brand pachinko machines increases.	+248
Blstyパチンコ機の数量減少 Sales volume of Blsty-brand pachinko machines decreases.	-15,879
Blstyパチンコ機の価格上昇 Unit price of Blsty-brand pachinko machines increases.	+2,094
その他 Other factors	-250
FY 3/2018 1st Nine Months (Apr-Dec)	32,117
	-21,751 million yen

million yen	FY 3/2017 9 Months	FY 3/2018 9 Months	YoY
売上高 Net Sales	53,868	32,117	-21,751
営業利益 Operating Income	11,841 22.0%	844 2.6%	-10,997
販売台数 Unit Sales of Pachinko Machines	153,731	80,650	-73,081
SANKYO+JB	59,221	34,592	-24,629
Frame	26,544	10,546	-15,998
Gauge	32,677	24,046	-8,631
Bisty	94,510	46,058	-48,452
Frame	52,824	37,600	-15,224
Gauge	41,686	8,458	-33,228

Pachislot Machines Business

FY 3/2017 1 st Nine Months (Apr-Dec)	7,847	million yen	FY 3/2017 9 Months	FY 3/2018 9 Months	YoY	
SANKYOパチスロ機の数量減少 Sales volume of SANKYO-brand pachislot machines decreases.	-21		売上高 Net Sales	7,847	7,821	-26
SANKYOパチスロ機の価格上昇 Unit price of SANKYO-brand pachislot machines increases.	+20		営業利益 Operating Income	(1,534)	(409)	+1,125
Blstyパチスロ機の数量増加 Sales volume of Blsty-brand pachislot machines increases.	+133		販売台数 Unit Sales of Pachislot Machines	17,767	18,174	+407
Blstyパチスロ機の価格上昇 Unit price of Blsty-brand pachislot machines increases.	+26		SANKYO	17,409	17,359	-50
その他 Other factors	-184		Bisty	358	815	+457
FY 3/2018 1 st Nine Months (Apr-Dec)	7,821	-26				

million yen

連結営業利益 (第3四半期連結累計期間)

Operating Income

FY 3/2017 1st Nine Months
(Apr-Dec)

6,201

-13,146

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

+158

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

+452

広告宣伝費の減少
Advertising expenses decreases.

+2,391

販売手数料の減少
Sales commission decreases.

+697

研究開発費の減少
R&D expenses decreases.

+334

その他
Other factors

FY 3/2018 1st Nine Months
(Apr-Dec)

(2,913)

-9,114

million yen

FY 3/2017
9 Months

FY 3/2018
9 Months

YoY

million yen

売上高

Net Sales

67,732

46,197

-21,535

売上原価

Cost of Sales

31,277

23,433

-7,844

売上総利益

Gross Profit

36,455

22,763

-13,692

販管費

SG & A Expenses

30,253

25,676

-4,577

広告宣伝費

Advertising Expenses

1,624

1,172

-452

販売手数料

Sales Commission

5,157

2,766

-2,391

研究開発費

R&D Expenses

14,996

14,299

-697

営業利益

Operating Income

6,201

(2,913)

-9,114

連結貸借対照表 (第3四半期連結会計期間)

Consolidated Balance Sheets

million yen	As of 31-Mar-17	As of 31-Dec-17	Change	
当座資産 Quick assets	304,451	291,334	-13,117	国債の償還、売掛債権の減少 Redemption of Japanese government bonds and decrease in accounts receivable
流動資産 Total current assets	317,552	311,453	-6,099	
投資有価証券 Investment securities	21,612	26,243	+4,631	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	73,032	75,790	+2,758	
資産合計 Total assets	390,585	387,244	-3,341	
流動負債 Total current liabilities	21,930	27,486	+5,556	買掛債務の増加 Increase in accounts payable
新株予約権付社債 Bonds with subscription rights to shares	20,066	20,051	-15	
固定負債 Total long-term liabilities	28,368	28,541	+173	
負債合計 Total liabilities	50,298	56,028	+5,730	
純資産合計 Total net assets	340,287	331,215	-9,072	配当金の支払い、当期純損失を減算、自己株式の評価差額を加算 Deduction of cash dividends paid and net loss, and addition of valuation difference of treasury stock
負債純資産合計 Total liabilities and total net assets	390,585	387,244	-3,341	

販売予定タイトル

Number of Pachinko/Pachislot Titles to be Released

	Q1 Apr-Jun	Q2 Jul-Sep	Q3 Oct-Dec	Q4 Jan-Mar
Pachinko リユースを除く Excluding Reused Models 14 → 15 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>	JB フェスティバル DD <i>Festival DD</i>	SANKYO フィーバー機動戦士Zガンダム <i>Fever Mobile Suit Zeta GUNDAM</i>
	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 エヴァンゲリオン 2018モデル <i>Evangelion "2018 Model"</i>	Bisty コードギアス エンペラーロード <i>CODE GEASS "Emperor Road"</i>
	SANKYO フィーバー倅田来未5 Y <i>Fever KODA KUMI 5 Y</i>	SANKYO フィーバーサムライブレード Y <i>Fever Samurai Blade Y</i>	SANKYO フィーバーLADY GAGA <i>Fever LADY GAGA</i>	JB フィーバークイーン 2018 <i>Fever Queen 2018</i>
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>	JB 新夏祭り AX <i>Shin-Natsumatsuri AX</i>	SANKYO フィーバーマイケル・ジャクソン <i>Fever Michael Jackson</i>	JB フィーバーパワフル 2018 <i>Fever Powerful 2018</i>
	SANKYO マクロスフロンティア3 <i>Macross Frontier 3</i>	SANKYO アクエリオンEVOL <i>Aquarion EVOL</i>	Bisty エヴァンゲリオン 11 R <i>Evangelion 11 "Time to Rise" R</i>	Bisty エヴァンゲリオン 12 Y <i>Evangelion 12 Y</i>
		SANKYO ゴルゴ13 <i>Golgo 13</i>		SANKYO フィーバー革命機ヴァルヴレイヴ <i>Fever Valvrave the Liberator</i>
Pachislot 5 → 6 titles				Bisty エヴァンゲリオン 30φモデル <i>Evangelion "30φ Model"</i>
				Bisty まごころを、君に 2 <i>Evangelion "to You the Sincerity 2"</i>
				SANKYO マイケル・ジャクソン <i>Michael Jackson</i>

販売予定タイトルにつきましては期初における計画であり、変更になる可能性もあります。
 Titles to be released are based on the plan at the beginning of the year, and are subject to changes.

売上高 Net Sales 55.0%



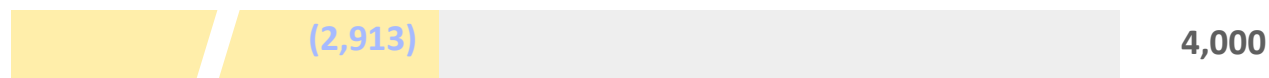
パチンコ 新台9タイトル

パチスロ 新台3タイトル

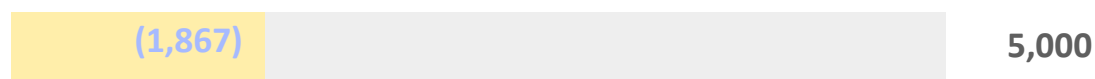
Pachinko: 9 titles for new machines

Pachislot: 3 titles for new machines

営業利益 Operating Income -72.8%

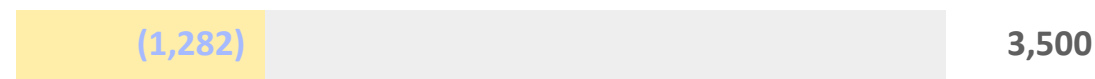


経常利益 Recurring Income -37.3%

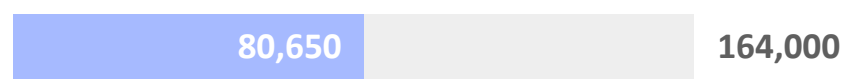


親会社株主に帰属する

当期純利益 Net Income attributable to owners of parent -36.6%



パチンコ販売台数 Unit Sales of Pachinko Machines 51.4%



パチスロ販売台数 Unit Sales of Pachislot Machines 62.7%



市場の見通し と当社の取り組み

Market Forecasts and SANKYO's Initiatives

2017年12月1日に与党が衆議院へ提出。各党案と併せて審議中。与党は早期成立を目指す。
The ruling party submitted the bill to the House of Representatives on December 1, 2017. Deliberation is underway together with bills submitted by other parties. The ruling party aims for early legislation.

主な検討課題

Major issues to consider

出玉規制の基準等の見直し
Revision of the criteria for payout regulations

風適法施行規則等の改正
Revision of the Ordinance for Enforcement of the Act on Control and Improvement of Amusement Business, etc. and other regulations

リカバリーサポート・ネットワークの充実
Enrichment of the Recovery Support Network

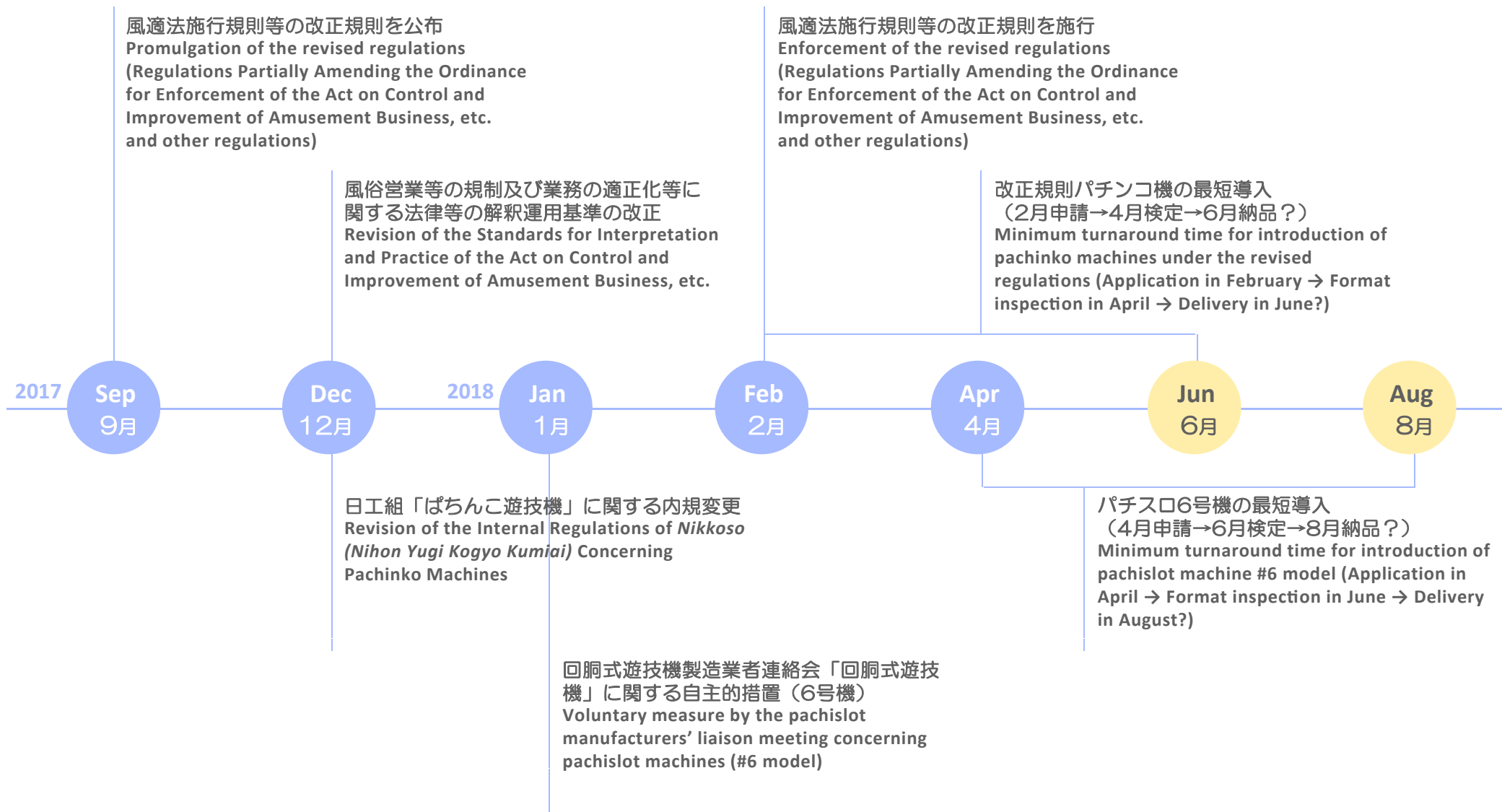
電話相談時間を22時まで延長
Telephone consultation hours have been extended until 22:00.

本人・家族申告による利用制限等の在り方
Restrictions on use through notification by the player or by his/her family

家族申告プログラムを149店舗が導入（2018年1月10日）
The program for reporting of players who are compulsive gamblers by their family members was adopted by 149 pachinko parlors (as of January 10, 2018).

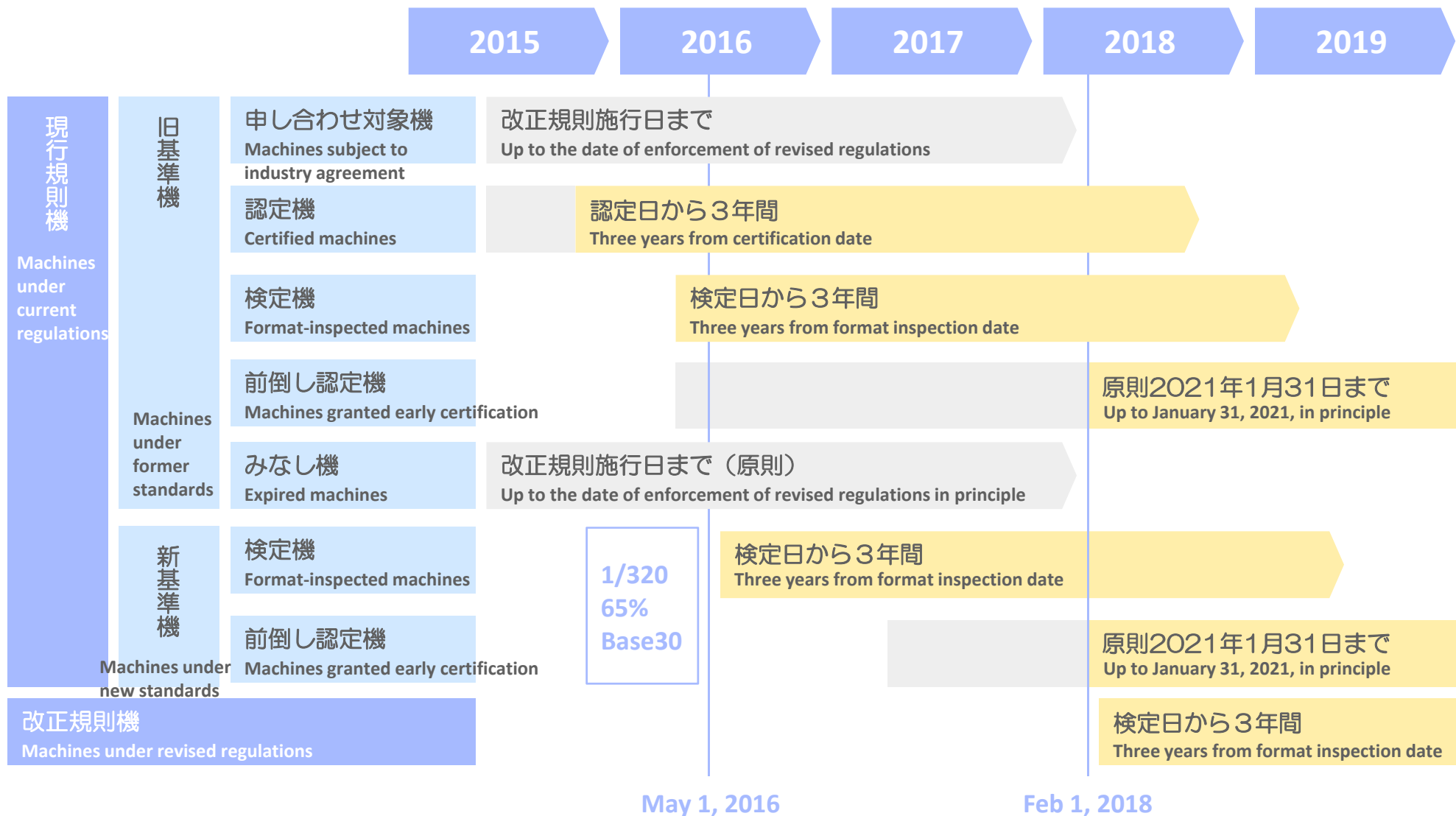
パチンコパーラーにおける更なる依存症対策
Revision of the criteria for payout regulations

安心パチンコ・パチスロアドバイザー制度の運用開始
Start of implementation of the pachinko and pachislot advisor program that helps players enjoy pachinko and pachislot safely



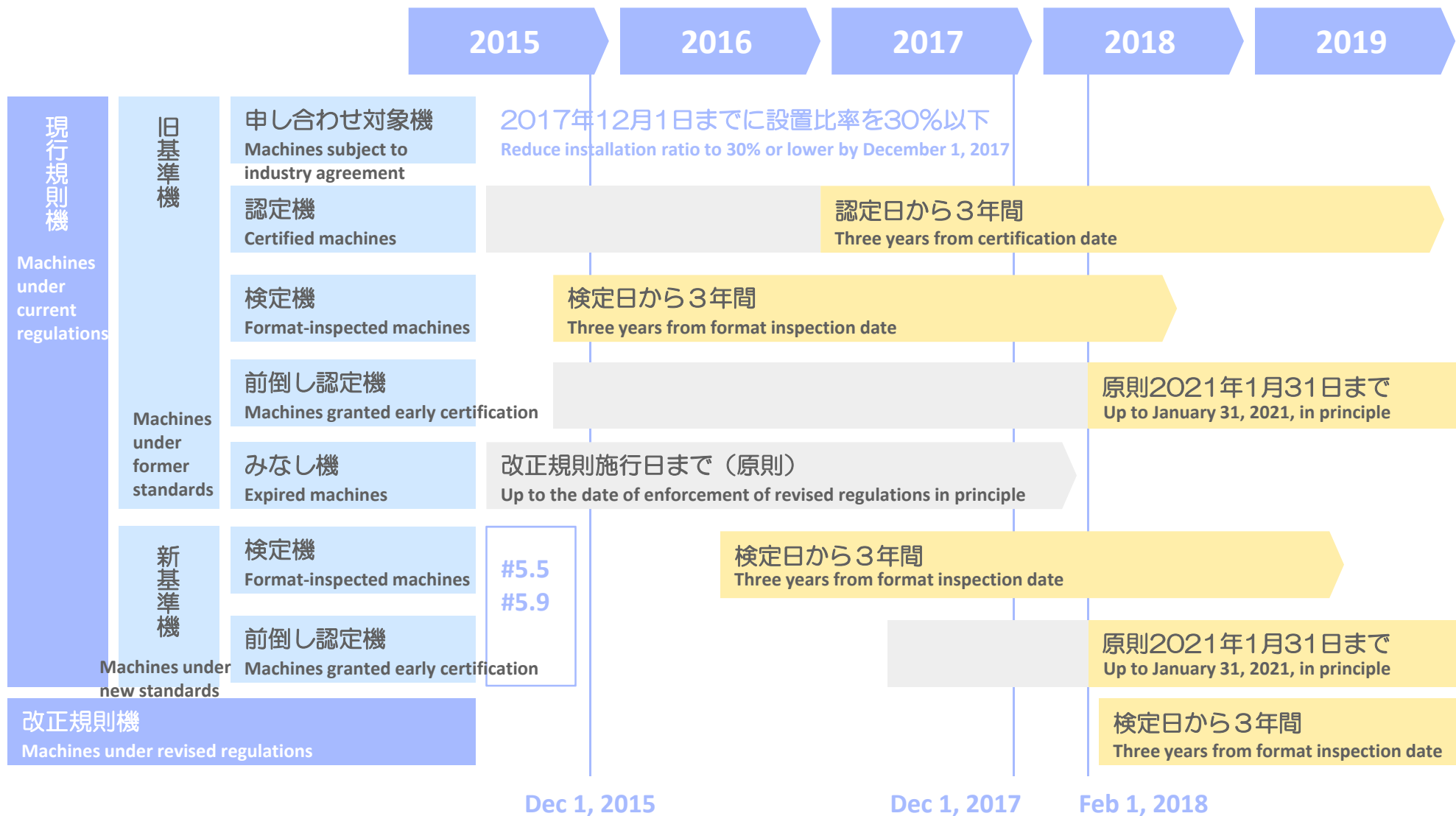
改正規則施行に伴うパチンコの取り扱い

Treatment of Pachinko Machines in Line with the Enforcement of Revised Regulations



改正規則施行に伴うパチスロの取り扱い

Treatment of Pachislot Machines in Line with the Enforcement of Revised Regulations



総販売台数

Total number of units sold

YoY
about

-14%

販売単価

Unit price

横ばい

Flat

400,000円台後半の値付けがあるものの、ロープライスモデルも増え、平均では横ばい傾向。

Despite the advent of pricing slightly below 500,000 yen, the average unit price remains flat because the number of low-price models also increased.

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

50,000台以上販売は6タイトル（1月～12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。

6 titles sold 50,000 units or more. (January to December)

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

改正前規則機の前倒し認定が徐々に平穏化

Early certification of machines under current regulations gradually stabilized.

改正前規則機の選別と新台入替のバランス重視。

Stringent selection of machines under current regulations and emphasis on striking a balance concerning replacement with new machines

総販売台数

Total number of units sold

YoY
about **-13%**

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

20,000台以上販売は7タイトル（1月～12月）。

前年に引き続きバラエティ設置が進む。

7 titles sold 20,000 units or more. (January to December)

Trend toward installing a variety of machines continues from 2016

盛り上がりには欠けた5.9号機中心の年末商戦

Year-end sales centering on #5.9 model lacked vigor.

パラー、メーカーとも6.0号機への関心が徐々に高まる

Interest of both parlors and manufacturers in #6.0 model is gradually increasing.

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

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

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

販売タイミングの見極め

Judging the best release timing

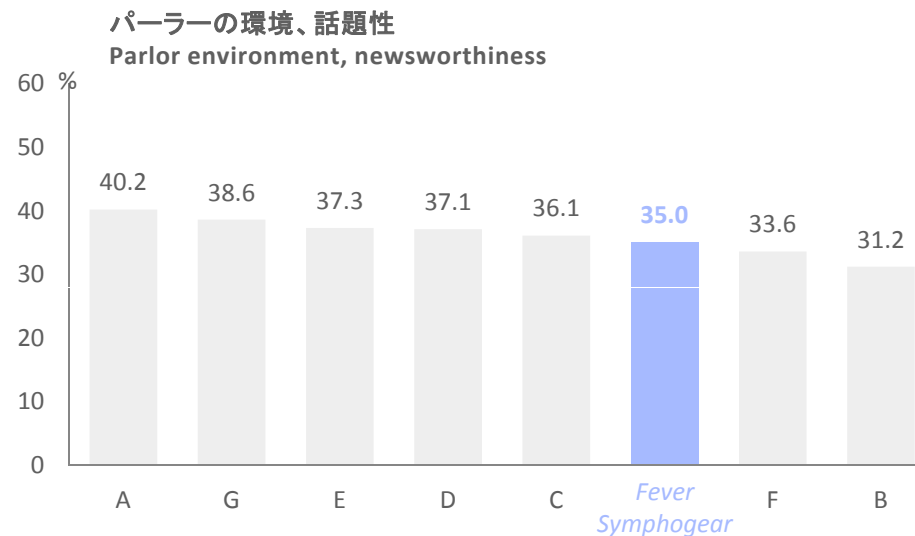
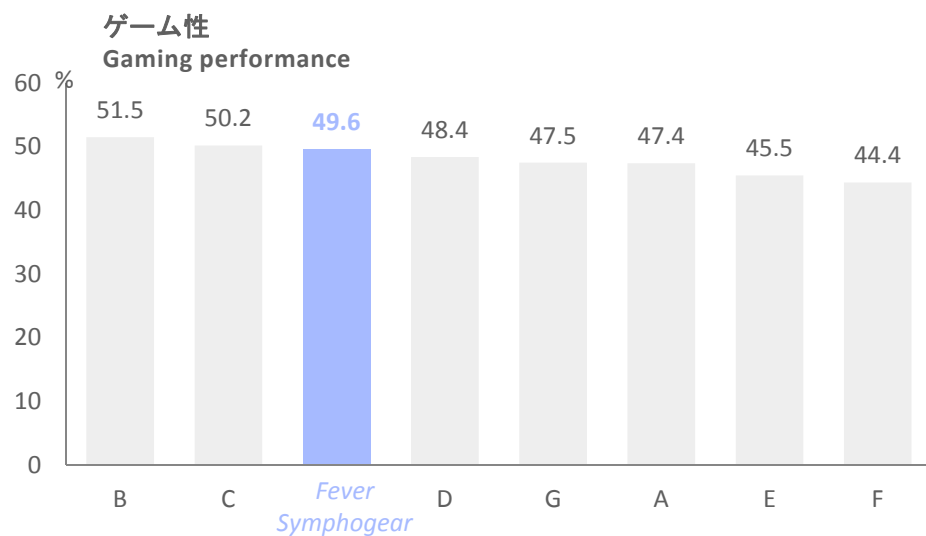
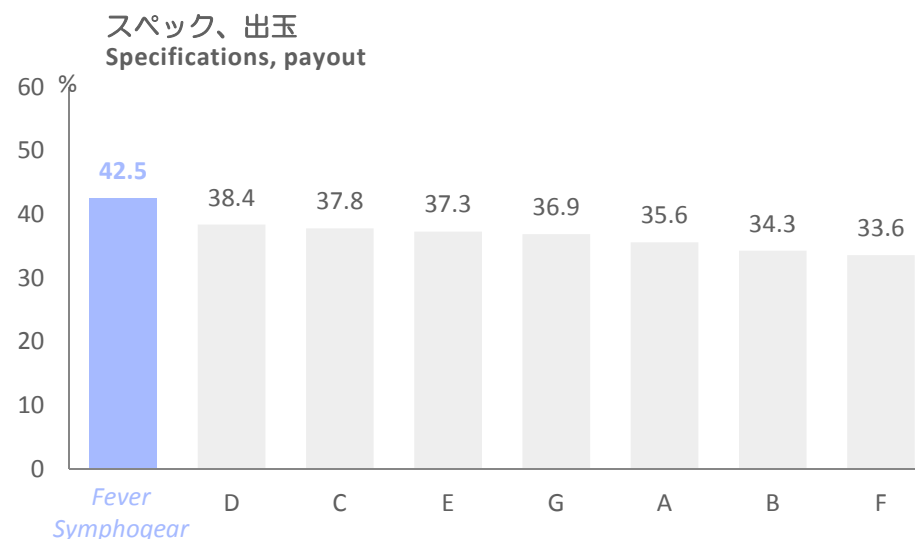
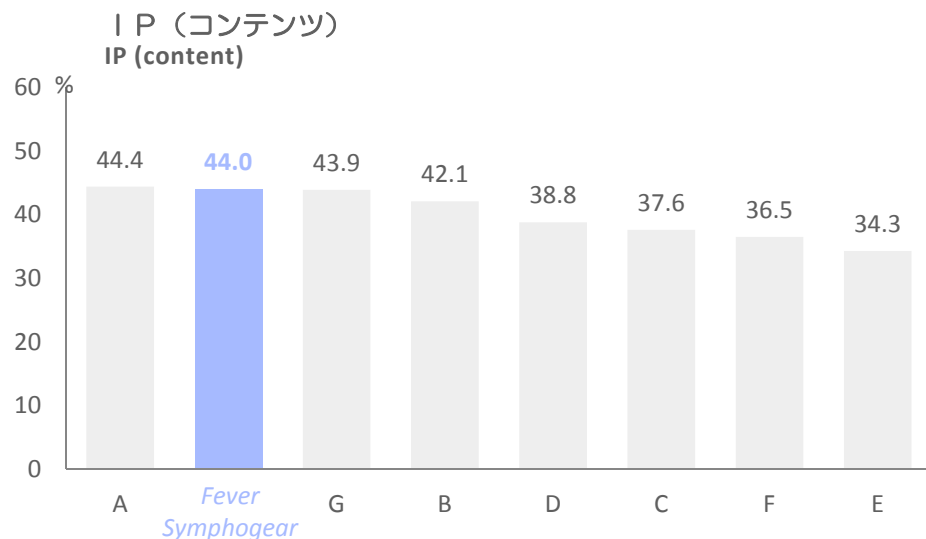
開発期間の短縮

Shorter development time

オリジナルコンテンツ

Original content

Fever Symphogear: Players' evaluation



付属資料

Appendix



Business Results for the First Nine Months of FY 3/2018

連結：百万円	Consolidated: million yen	FY 3/2017 9 Months	FY3/2018 9 Months	YoY	Forecast (30-Jan)	FY3/2017 Q1	Q2	Q3	Q4	FY3/2018 Q1	Q2	Q3
売上高	Net Sales	67,732	46,197	-21,535	84,000	9,371	22,450	35,911	13,723	11,108	10,115	24,974
パチンコ	Pachinko	53,868	32,117	-21,751	64,400	5,619	18,220	30,029	6,666	5,600	4,073	22,444
パチスロ	Pachislot	7,847	7,821	-26	11,100	2,111	2,926	2,810	5,391	3,906	3,736	179
補給機器	Ball Bearing Supply	5,647	5,847	+200	7,900	1,517	1,190	2,940	1,557	1,479	2,165	2,203
その他事業	Other Business	369	410	+41	600	124	113	132	108	122	141	147
売上原価	Cost of Sales	31,277	23,433	-7,844	43,600	4,568	10,053	16,656	7,132	5,376	5,038	13,019
売上総利益	Gross Profit	36,455	22,763	-13,692	39,900	4,803	12,397	19,255	6,590	5,732	5,077	11,954
販管費	SG & A Expenses	30,253	25,676	-4,577	35,900	7,466	11,419	11,368	7,733	8,072	8,313	9,291
営業利益	Operating Income	6,201	(2,913)	-9,114	4,000	(2,662)	978	7,885	(1,142)	(2,340)	(3,236)	2,663
パチンコ	Pachinko	11,841	844	-10,997	9,900	(1,505)	3,510	9,836	(1,439)	(1,970)	(2,351)	5,165
パチスロ	Pachislot	(1,534)	(409)	+1,125	(1,000)	19	(672)	(881)	1,309	814	443	(1,666)
補給機器	Ball Bearing Supply	262	379	+117	500	29	3	230	71	66	146	167
その他事業	Other Business	(525)	(359)	+166	(700)	(193)	(159)	(173)	(140)	(165)	(119)	(75)
消去又は全社	Elimination/Corporate	(3,841)	(3,368)	+473	(4,700)	(1,013)	(1,703)	(1,125)	(944)	(1,255)	(1,185)	(928)
経常利益	Recurring Income	5,742	(1,867)	-7,609	5,000	(2,494)	737	7,499	(1,910)	(1,818)	(3,151)	3,102
特別利益	Extraordinary Gains	8	2	-6	2	0	8	0	0	2	0	0
特別損失	Extraordinary Losses	66	58	-8	58	15	11	40	90	45	10	3
当期純利益	Net Income	3,417	(1,282)	-4,699	3,500	(1,910)	307	5,020	(1,640)	(1,167)	(2,242)	2,127
EPS: 円	EPS: yen				43.12							

販売台数：台 Machines sales: units

パチンコ	Pachinko	153,731	80,650	-73,081	164,000	15,309	62,379	76,043	19,223	14,936	9,512	56,202
SANKYO+JB	SANKYO+JB	59,221	34,592	-24,629	102,000	14,252	27,310	17,659	17,003	8,146	8,784	17,662
Bisty	Bisty	94,510	46,058	-48,452	62,000	1,057	35,069	58,384	2,220	6,790	728	38,540
パチスロ	Pachislot	17,767	18,174	+407	29,000	4,831	6,714	6,222	15,192	9,263	8,491	420
SANKYO	SANKYO	17,409	17,359	-50	18,000	4,831	6,714	5,864	2,665	8,868	8,491	0
Bisty	Bisty	358	815	+457	11,000	0	0	358	12,527	395	0	420

連結：百万円	Consolidated: million yen	FY3/2017 9 Months	FY3/2018 9 Months	YoY	Forecast (30-Jan)	FY3/2017 Q1	Q2	Q3	Q4	FY3/2018 Q1	Q2	Q3
売上高	Net Sales	53,868	32,117	-21,751	64,400	5,619	18,220	30,029	6,666	5,600	4,073	22,444
営業利益	Operating Income	11,841	844	-10,997	9,900	(1,505)	3,510	9,836	(1,439)	(1,970)	(2,351)	5,165
営業利益率	Percentage	22.0%	2.6%	-19.4pt	15.4%	(26.8%)	19.3%	32.8%	(21.6%)	(35.2%)	(57.7%)	23.0%

販売台数：台 Machines sales: units

		FY3/2017	FY3/2018	YoY	Forecast (30-Jan)	FY3/2017 Q1	Q2	Q3	Q4	FY3/2018 Q1	Q2	Q3
パチンコ合計	Pachinko	153,731	80,650	-73,081	164,000	15,309	62,379	76,043	19,223	14,936	9,512	56,202
SANKYO+JB	SANKYO+JB	59,221	34,592	-24,629	102,000	14,252	27,310	17,659	17,003	8,146	8,784	17,662
枠付き	Frame	26,544	10,546	-15,998	47,800	6,077	12,299	8,168	7,279	3,548	3,119	3,879
ゲージ盤	Gauge	32,677	24,046	-8,631	54,200	8,175	15,011	9,491	9,724	4,598	5,665	13,783
Bisty	Bisty	94,510	46,058	-48,452	62,000	1,057	35,069	58,384	2,220	6,790	728	38,540
枠付き	Frame	52,824	37,600	-15,224	53,000	951	11,696	40,177	141	648	515	36,437
ゲージ盤	Gauge	41,686	8,458	-33,228	9,000	106	23,373	18,207	2,079	6,142	213	2,103

	Series name		No. of models	Sales: units	
FY3/2018	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	8,800
	新夏祭り	Shin-Natsumatsuri	JB	(Jun-17) 2	--
	フィーバー倅田來未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	9,700
	フィーバーサムライブレード Y	Fever SAMURAI BLADE Y	SANKYO	(Aug-17) 1	--
	新夏祭り AX	Shin-Natsumatsuri AX	JB	(Sep-17) 1	--
Q3	フェスティバル DD	Festival DD	JB	(Oct-17) 1	--
	エヴァンゲリオン 2018モデル	Evangelion "2018 model"	Bisty	(Oct-17) 1	36,600
	フィーバーLADY GAGA	Fever LADY GAGA	SANKYO	(Nov-17) 1	6,900
	エヴァンゲリオン11 R	Evangelion 11 Time to Rise R	Bisty	(Dec-17) 1	--
	フィーバーマイケル・ジャクソン	Fever Michael Jackson	SANKYO	(Dec-17) 1	--
Q4	フィーバー機動戦士Zガンダム	Fever Mobile Suit Zeta GUNDAM	SANKYO	(Jan-18) 1	
	コードギアス エンペラーロード	CODE GEASS "Emperor Road"	Bisty	(Feb-18) 1	
	フィーバークイーン 2018	Fever Queen 2018	JB	(Feb-18) 2	
	フィーバーパワフル 2018	Fever Powerful 2018	JB	(Feb-18) 2	
	フィーバー革命機ヴァルヴレイヴ	Fever Valvrave the Liberator	SANKYO	(Mar-18) 1	
					Total
					80,650

Pachislot Machines Business

連結：百万円	Consolidated: million yen	FY 3/2017 9 Months	FY 3/2018 9 Months	YoY	Forecast (30-Jan)	FY 3/2017 Q1	Q2	Q3	Q4	FY 3/2018 Q1	Q2	Q3
売上高	Net Sales	7,847	7,821	-26	11,100	2,111	2,926	2,810	5,391	3,906	3,736	179
営業利益	Operating Income	(1,534)	(409)	+1,125	(1,000)	19	(672)	(881)	1,309	814	443	(1,666)
営業利益率	Percentage	(19.5%)	(5.2%)	+14.3pt	(9.0%)	0.9%	(23.0%)	(31.4%)	24.3%	20.8%	11.9%	(930.7%)

販売台数：台 Machines sales: units

		FY 3/2017	FY 3/2018	YoY	Forecast (30-Jan)	FY 3/2017 Q1	Q2	Q3	Q4	FY 3/2018 Q1	Q2	Q3
パチスロ合計	Pachislot	17,767	18,174	+407	29,000	4,831	6,714	6,222	15,192	9,263	8,491	420
SANKYO	SANKYO	17,409	17,359	-50	18,000	4,831	6,714	5,864	2,665	8,868	8,491	0
Bisty	Bisty	358	815	+457	11,000	0	0	358	12,527	395	0	420

	Series name	Sales: units
FY 3/2018	マクロスフロンティア3 <i>Macross Frontier 3</i>	SANKYO (May-17) 8,400
Q2	アクエリオンEVOL <i>Aquarion EVOL</i>	SANKYO (Jun-17)
	ゴルゴ13 <i>Golgo 13</i>	SANKYO (Sep-17)
Q4	エヴァンゲリオン 30φモデル <i>Evangelion "30φ Model"</i>	Bisty (Jan-18)
	新世紀エヴァンゲリオン まごころを、君に2 <i>Evangelion "to You the Sincerity 2"</i>	Bisty (Feb-18)
	マイケル・ジャクソン <i>Michael Jackson</i>	SANKYO (Mar-18)
Total		18,174

売上総利益率／営業利益率

GP Margin/OP Margin

連結	Consolidated	FY 3/2017	FY 3/2018	YoY	Forecast	FY 3/2017				FY 3/2018		
		9 Months	9 Months		(30-Jan)	Q1	Q2	Q3	Q4	Q1	Q2	Q3
売上総利益率	GP Margin	53.8%	49.3%	-4.5pt	47.5%	51.3%	55.2%	53.6%	48.0%	51.6%	50.2%	47.9%
営業利益率	OP Margin	9.2%	(6.3%)	-15.5pt	4.8%	(28.4%)	4.4%	22.0%	(8.3%)	(21.1%)	(32.0%)	10.7%

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	Forecast	FY 3/2017				FY 3/2018		
		9 Months	9 Months		(30-Jan)	Q1	Q2	Q3	Q4	Q1	Q2	Q3
販売手数料	Sales Commission	5,157	2,766	-2,391	4,191	236	1,282	3,639	198	481	220	2,065
広告宣伝費	Advertising Expenses	1,624	1,172	-452	2,347	433	764	427	400	324	438	410
研究開発費	R&D Expenses	14,996	14,299	-697	19,254	3,933	6,397	4,666	4,415	4,753	4,972	4,574
給与手当	Salaries & Wages	2,500	2,334	-166	10,108	666	692	1,142	663	629	620	1,085
その他	Others	5,976	5,105	-871		2,198	2,284	1,494	2,057	1,885	2,063	1,157

連結：百万円	Consolidated: million yen	FY 3/2017	FY 3/2018	YoY	Forecast	FY 3/2017				FY 3/2018		
		9 Months	9 Months		(30-Jan)	Q1	Q2	Q3	Q4	Q1	Q2	Q3
設備投資額	Capital Expenditure	2,623	2,108	-515	N.A	791	1,212	620	1,010	871	880	357
減価償却費	Depreciation & Amortizati	2,740	2,105	-635	N.A	710	934	1,096	231	562	661	882

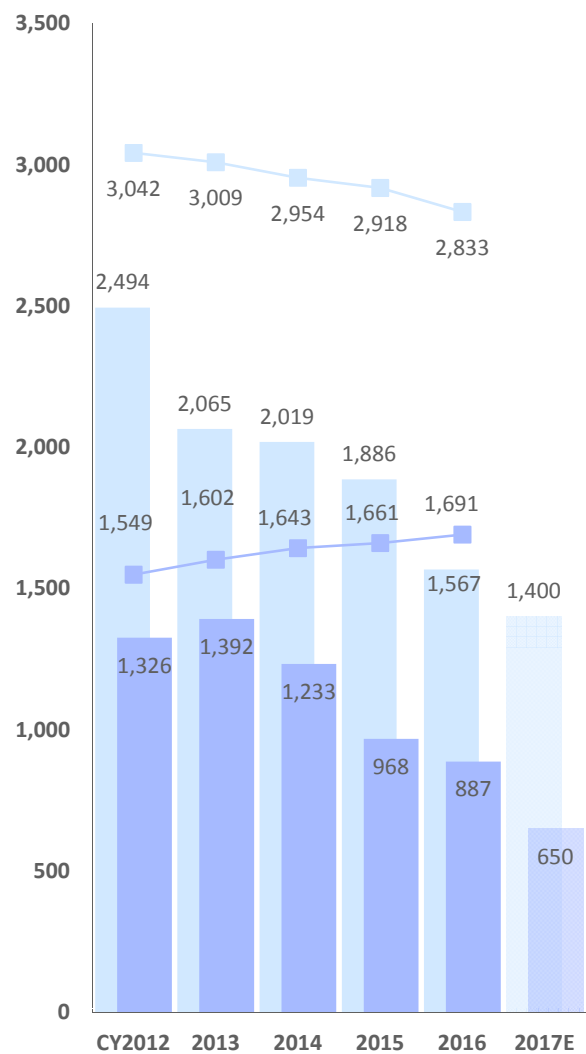
連結	Consolidated	FY 3/2017	FY 3/2018	YoY	Forecast	FY 3/2017				FY 3/2018		
		9 Months	9 Months		(30-Jan)	Q1	Q2	Q3	Q4	Q1	Q2	Q3
従業員数	No. of Employees	1,079	1,036	-43	N.A	1,093	1,081	1,079	1,065	1,051	1,046	1,036
開発人員数	No. of R&D Staff	329	322	-7	N.A	334	331	329	326	328	327	322

間接販売比率（累計）	Indirect Sales Ratio	FY 3/2017	FY 3/2018	YoY	Forecast	FY 3/2017				FY 3/2018		
		9 Months	9 Months		(30-Jan)	Q1	Q2	Q3	Q4	Q1	Q2	Q3
SANKYO+JB Pachinko		34.5%	32.9%	-1.6pt	N.A	32.0%	32.8%	34.5%	34.6%	31.6%	31.2%	32.9%
SANKYO Pachislot		43.1%	41.4%	-1.7pt	N.A	44.9%	43.5%	43.1%	42.8%	41.8%	41.4%	41.4%

Return on Equity

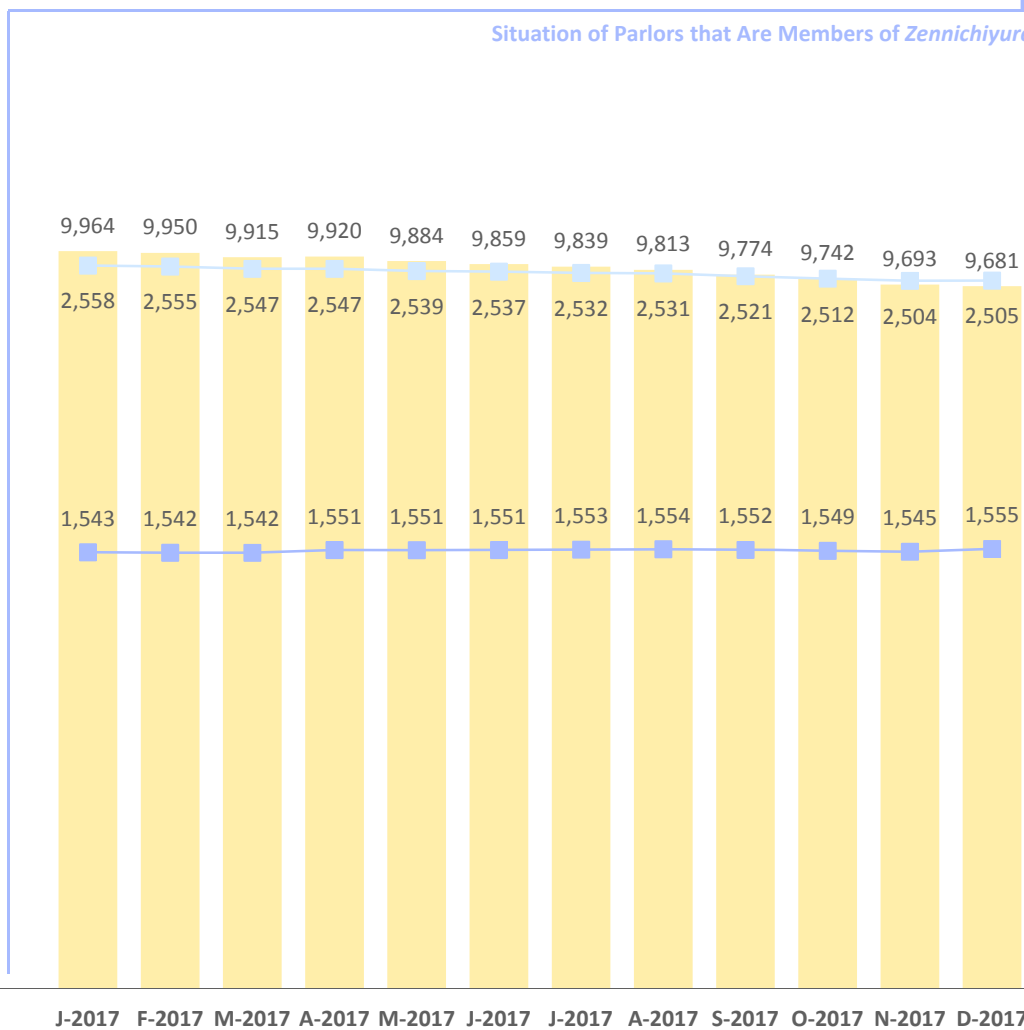
	million yen	3/2011	3/2012	3/2013	3/2014	3/2015	3/2016	3/2017	3/2018E
売上高	Net Sales	201,606	173,682	104,150	158,453	146,579	137,130	81,455	84,000
営業利益	Operating Income	51,923	40,315	7,023	28,023	13,233	18,826	5,059	4,000
経常利益	Recurring Income	55,909	44,396	9,488	30,144	14,870	19,965	3,832	5,000
当期純利益	Net Income	34,733	20,182	5,853	22,400	8,728	10,485	1,777	3,500
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

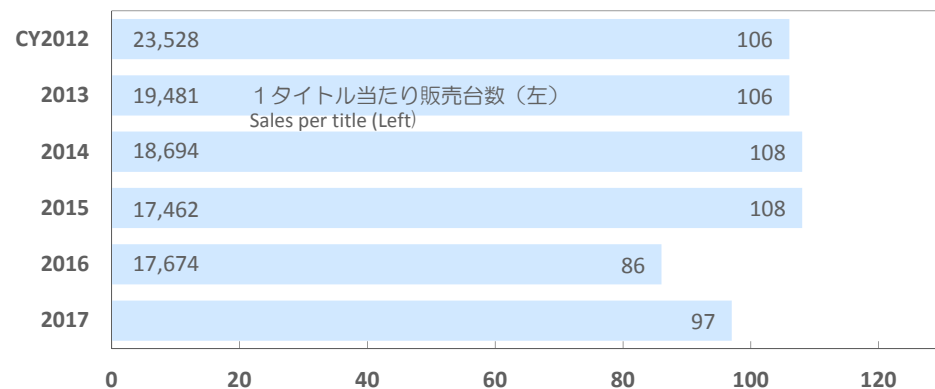
Situation of Parlors that Are Members of Zennichiyuren



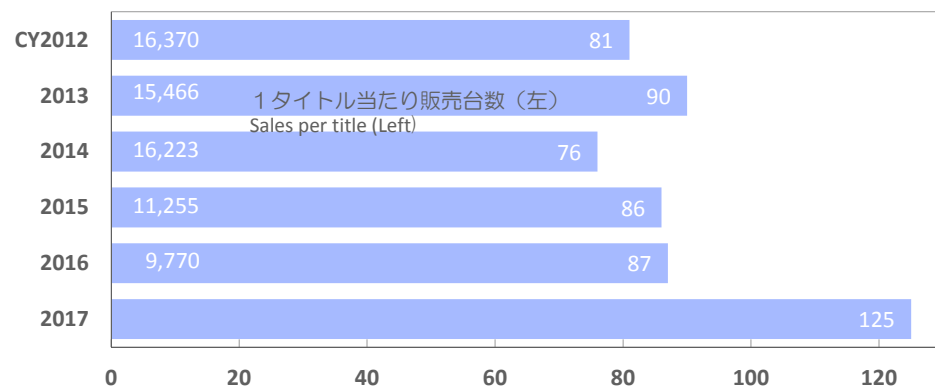
- パチンコ設置台数
No. of installed Pachinko Machines
- パチンコ販売台数
No. of Shipped Pachinko Machines
- パチスロ設置台数
No. of installed Pachislot Machines
- パチスロ販売台数
No. of Shipped Pachislot Machines
- 営業中の店舗数
No. of outlets currently in operation

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
受付	Applicant	598	503	613	731	864	875
適合	Pass	534	412	505	519	396	361
不適合	Fail	87	71	97	172	458	463
SANKYO+JB		30	28	40	38	39	34
Bisty		6	10	10	8	8	6
SANKYO Group Total		36	38	50	46	47	40

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
受付	Applicant	720	629	526	650	736	913
適合	Pass	253	251	203	250	300	326
不適合	Fail	449	391	342	328	444	494
SANKYO		8	9	9	21	7	15
Bisty		9	14	0	11	8	3
SANKYO Group Total		17	23	9	32	15	18

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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