

## 1.セグメントの概要 Outline of business segments

| セグメント分類<br>Business segments                | セグメントの概要<br>Outline of business segments  |
|---|---|
| 金融市場<br>Financial market                    | 国内の金融機関、OEM先等への販売・保守  |
|   | Sales and maintenance services to financial institutions, OEM clients and others in Japan.  |
| 流通・交通市場<br>Retail and transportation market | 国内のスーパーマーケット、百貨店、警備輸送会社、鉄道会社、たばこメーカー、病院、自治体等への販売・保守   |
|   | Sales and maintenance services to supermarkets, department stores, cash-in-transit companies, railroad companies, tobacco companies, hospitals, local governments, general companies and others in Japan. |
| 遊技市場<br>Amusement market                    | 国内の遊技場(パチンコホール等)への販売・保守   |
|   | Sales and maintenance services to amusement halls (pachinko parlors) and others in Japan.   |
| 海外市場<br>Overseas market                     | 海外の金融機関、警備輸送会社、小売店、カジノ、OEM先等への販売・保守   |
|   | Sales and maintenance services to financial institutions, cash-in-transit companies, retail stores, casinos, OEM clients and others overseas.   |
| その他<br>Others                               | 上記の報告セグメントに属さない販売及び保守   |
|   | Sales and maintenance services not included in the reportable segments.   |

## 2.主要な製品及び商品 Main products and goods

| セグメント分類<br>Business segments                | 主要な製品及び商品<br>Main products and goods  |
|---|---|
| 金融市場<br>Financial market                    | オープン出納システム、窓口用紙幣硬貨入出金機、ATM用硬貨入出金ユニット、多能式紙幣両替機、自動精査現金バス、重要物管理機、鍵管理機、当選金払出ユニット  |
|   | Open teller systems, coin and banknote recyclers for tellers, coin recycling modules for ATMs, multifunctional banknote changers, cash monitoring cabinets, security storage systems, key management systems, banknote recycling modules for horse race ticket vending machines.  |
| 流通・交通市場<br>Retail and transportation market | レジつり銭機、売上金入金機、多能式紙幣両替機、小型現金管理機、店舗入出金機、コインロッカー、券売機、たばこ販売機、診療費支払機、社員食堂システム、自書式投票用紙分類機   |
|   | Coin and banknote recyclers for cashiers, sales proceeds deposit machines, multifunctional banknote changers, cash recyclers for gas stations, coin-operated lockers, ticket vending machines, cigarette vending machines, medical payment kiosks, RFID self-checkout systems for cafeterias, ballot sorters for handwritten ballots. |
| 遊技市場<br>Amusement market                    | カードシステム、紙幣搬送システム、賞品保管機、各台計数機、ホール会員管理システム、玉・メダル計数機   |
|   | Card systems for pachinko parlors, banknote conveyor systems, pachinko prize dispensing machines, pachinko ball counters for individual pachinko machines, membership management systems for pachinko parlors, pachinko ball/token counters.  |
| 海外市場<br>Overseas market                     | 窓口用紙幣入出金機、紙幣整理機、ATM用紙幣・小切手入金ユニット、小型紙幣計数機、レジつり銭機、紙幣硬貨入出金機、硬貨包装機  |
|   | Banknote recyclers for tellers, banknote sorters, banknote and check deposit modules for ATMs, banknote counters, coin and banknote recyclers for cashiers, sales proceeds deposit machines, coin wrappers.   |
| その他<br>Others                               | 上記の報告セグメントに属さない製品及び商品   |
|   | Products and goods not included in the reportable segments.   |

## 注記

- 増減率と構成比は百万円以下を切り捨てた数値を基に算出しており、決算短信の増減率とは異なる場合があります。
- 業績予想数値の修正につきましては、修正前→修正後で表記しております。

## Notes:

- Amounts are rounded down to the nearest million yen for calculating percentages of year-on-year changes and composition ratios.
- Numbers referred to by the arrow mark (→) are revised forecasts.

### 3.業績の推移 Consolidated financial results

《第3四半期累計期間》 Nine months

百万円 (Millions of yen)

|  | 2019/3 3Q累計期間<br>(FY18 Q1-Q3) | 増減率<br>YoY | 2020/3 3Q累計期間<br>(FY19 Q1-Q3) | 増減率<br>YoY | 2021/3 3Q累計期間<br>(FY20 Q1-Q3) | 増減率<br>YoY |
|--|-------------------------------|------------|-------------------------------|------------|-------------------------------|------------|
| 売上高<br>Net sales   | 166,804                       | 3.0%       | 160,785                       | -3.6%      | <b>145,966</b>                | -9.2%      |
| 内 保守売上高<br>Maintenance services  | 50,566                        | 0.2%       | 53,302                        | 5.4%       | <b>57,418</b>                 | 7.7%       |
| 営業利益<br>Operating income   | 11,522                        | -1.5%      | 12,697                        | 10.2%      | <b>7,403</b>                  | -41.7%     |
| 経常利益<br>Ordinary income  | 11,294                        | 13.7%      | 11,950                        | 5.8%       | <b>7,244</b>                  | -39.4%     |
| 親会社株主に帰属する<br>四半期純利益<br>Net income attributable to<br>owners of parent | 6,489                         | 15.0%      | 7,237                         | 11.5%      | <b>3,156</b>                  | -56.4%     |

【2021/3 第3四半期累計期間】 為替の影響を除いた場合の前年同期比：売上高 -約141億円、営業利益 -約52億円

【FY20 Q1-Q3】 Net sales is expected to decrease by about ¥14.1billion, and operating income to decrease by about ¥5.2 billion, year-on-year, if effects of exchange rate fluctuations are excluded.

《通期》 Full year

百万円 (Millions of yen)

|   | 2019/3 通期<br>(FY18) | 増減率<br>YoY | 2020/3 通期<br>(FY19) | 増減率<br>YoY | 2021/3 通期予想<br>(FY20 Forecast) | 増減率<br>YoY |
|---|---------------------|------------|---------------------|------------|--------------------------------|------------|
| 売上高<br>Net sales  | 235,762             | 3.7%       | 224,170             | -4.9%      | 210,000 →<br><b>213,000</b>    | -5.0%      |
| 内 保守売上高<br>Maintenance services                                       | 68,197              | 0.8%       | 71,099              | 4.3%       | 73,000 →<br><b>78,500</b>      | 10.4%      |
| 営業利益<br>Operating income  | 20,576              | 4.9%       | 17,927              | -12.9%     | 8,000 →<br><b>11,000</b>       | -38.6%     |
| 経常利益<br>Ordinary income   | 20,575              | 17.2%      | 15,657              | -23.9%     | 8,000 →<br><b>10,000</b>       | -36.1%     |
| 親会社株主に帰属する<br>当期純利益<br>Net income attributable to<br>owners of parent | 12,256              | 23.9%      | 8,961               | -26.9%     | 3,500 →<br><b>4,500</b>        | -49.8%     |

### 4.セグメント別売上高・営業利益の推移 Sales and operating income by business segment

《第3四半期累計期間》 Nine months

百万円 (Millions of yen)

|   | 2019/3 3Q累計期間<br>(FY18 Q1-Q3) |                             | 2020/3 3Q累計期間<br>(FY19 Q1-Q3) |            |                             |            | 2021/3 3Q累計期間<br>(FY20 Q1-Q3) |            |                             |            |
|---|-------------------------------|-----------------------------|-------------------------------|------------|-----------------------------|------------|-------------------------------|------------|-----------------------------|------------|
|   | 売上高<br>Sales                  | 営業利益<br>Operating<br>income | 売上高<br>Sales                  | 増減率<br>YoY | 営業利益<br>Operating<br>income | 増減率<br>YoY | 売上高<br>Sales                  | 増減率<br>YoY | 営業利益<br>Operating<br>income | 増減率<br>YoY |
| 金融市場<br>Financial market                    | 40,749                        | 4,843                       | 30,654                        | -24.8%     | 2,519                       | -48.0%     | 32,907                        | 7.3%       | 5,779                       | 129.4%     |
| 流通・交通市場<br>Retail and transportation market | 37,398                        | 3,264                       | 37,252                        | -0.4%      | 3,875                       | 18.7%      | 32,948                        | -11.6%     | 2,455                       | -36.6%     |
| 遊技市場<br>Amusement market                    | 15,875                        | 1,576                       | 15,956                        | 0.5%       | 1,873                       | 18.8%      | 7,811                         | -51.0%     | -159                        | -          |
| 海外市場<br>Overseas market                     | 70,460                        | 2,835                       | 73,343                        | 4.1%       | 6,284                       | 121.7%     | 70,449                        | -3.9%      | 1,073                       | -82.9%     |
| その他<br>Others                               | 2,321                         | -997                        | 3,579                         | 54.2%      | -1,854                      | -          | 1,849                         | -48.3%     | -1,744                      | -          |
| 合計<br>Total                                 | 166,804                       | 11,522                      | 160,785                       | -3.6%      | 12,697                      | 10.2%      | 145,966                       | -9.2%      | 7,403                       | -41.7%     |

【海外市場】 第2四半期連結会計期間より、Acrelec Group S.A.S.及びその子会社の損益を連結の範囲に含めております。

【Overseas Market】 From the second quarter consolidated accounting period, the profit and loss of Acrelec Group S.A.S. and its subsidiaries are included in the scope of consolidation.

## 《通期》 Full year

百万円 (Millions of yen)

|   | 2019/3 通期<br>(FY18) |                             | 2020/3 通期<br>(FY19) |            |                             |            | 2021/3 通期予想<br>(FY20 Forecast) |            |                             |            |
|---|---------------------|-----------------------------|---------------------|------------|-----------------------------|------------|--------------------------------|------------|-----------------------------|------------|
|   | 売上高<br>Sales        | 営業利益<br>Operating<br>income | 売上高<br>Sales        | 増減率<br>YoY | 営業利益<br>Operating<br>income | 増減率<br>YoY | 売上高<br>Sales                   | 増減率<br>YoY | 営業利益<br>Operating<br>income | 増減率<br>YoY |
| 金融市場<br>Financial market                    | 56,636              | 6,764                       | 42,262              | -25.4%     | 3,314                       | -51.0%     | 46,500 →<br>50,000             | 18.3%      | 6,500 →<br>8,000            | 141.4%     |
| 流通・交通市場<br>Retail and transportation market | 51,985              | 4,611                       | 52,487              | 1.0%       | 5,198                       | 12.7%      | 46,000 →<br>48,500             | -7.6%      | 3,000 →<br>3,500            | -32.7%     |
| 遊技市場<br>Amusement market                    | 20,511              | 1,959                       | 20,753              | 1.2%       | 1,998                       | 2.0%       | 11,500 →<br>10,500             | -49.4%     | -500                        | -          |
| 海外市場<br>Overseas market                     | 103,287             | 8,761                       | 103,621             | 0.3%       | 9,780                       | 11.6%      | 103,000 →<br>101,000           | -2.5%      | 1,500 →<br>2,500            | -74.4%     |
| その他<br>Others                               | 3,341               | -1,521                      | 5,045               | 51.0%      | -2,364                      | -          | 3,000                          | -40.5%     | -2,500                      | -          |
| 合計<br>Total                                 | 235,762             | 20,576                      | 224,170             | -4.9%      | 17,927                      | -12.9%     | 210,000 →<br>213,000           | -5.0%      | 8,000 →<br>11,000           | -38.6%     |

## 《四半期毎売上高》 Quarterly sales

百万円 (Millions of yen)

| 2021/3 通期<br>FY20                           | 第1四半期<br>FY20 Q1 | 第2四半期<br>FY20 Q2 | 上半期<br>FY20 Q1-Q2 | 第3四半期<br>FY20 Q3 | 3Q累計期間<br>FY20 Q1-Q3 | 第4四半期予想<br>FY20 Q4<br>Forecast | 下半期予想<br>FY20 Q3-Q4<br>Forecast | 通期予想<br>FY20<br>Forecast |
|---|------------------|------------------|-------------------|------------------|----------------------|--------------------------------|---------------------------------|--------------------------|
| 金融市場<br>Financial market                    | 7,829            | 11,379           | 19,208            | 13,699           | 32,907               | 17,093                         | 30,792                          | 50,000                   |
| 流通・交通市場<br>Retail and transportation market | 9,542            | 11,391           | 20,933            | 12,015           | 32,948               | 15,552                         | 27,567                          | 48,500                   |
| 遊技市場<br>Amusement market                    | 2,262            | 2,612            | 4,874             | 2,937            | 7,811                | 2,689                          | 5,626                           | 10,500                   |
| 海外市場<br>Overseas market                     | 17,866           | 24,543           | 42,409            | 28,040           | 70,449               | 30,551                         | 58,591                          | 101,000                  |
| その他<br>Others                               | 576              | 623              | 1,199             | 650              | 1,849                | 1,151                          | 1,801                           | 3,000                    |
| 合計<br>Total                                 | 38,077           | 50,548           | 88,625            | 57,341           | 145,966              | 67,034                         | 124,375                         | 213,000                  |

## 5. 海外地域別売上高の推移 Overseas sales by geographical segment

## 《第3四半期累計期間》 Nine months

百万円 (Millions of yen)

|                | 2019/3 3Q累計期間<br>(FY18 Q1-Q3) |              | 2020/3 3Q累計期間<br>(FY19 Q1-Q3) |              |                |                | 2021/3 3Q累計期間<br>(FY20 Q1-Q3) |              |                |                |
|----------------|-------------------------------|--------------|-------------------------------|--------------|----------------|----------------|-------------------------------|--------------|----------------|----------------|
|                | 売上高<br>Sales                  | 構成比<br>Ratio | 売上高<br>Sales                  | 構成比<br>Ratio | 増減率<br>YoY (1) | 増減率<br>YoY (2) | 売上高<br>Sales                  | 構成比<br>Ratio | 増減率<br>YoY (1) | 増減率<br>YoY (2) |
| 米州<br>Americas | 23,865                        | 33.9%        | 26,254                        | 35.8%        | 10.0%          | 12.5%          | 22,790                        | 32.3%        | -13.2%         | -11.1%         |
| 欧州<br>EMEA     | 30,186                        | 42.8%        | 30,734                        | 41.9%        | 1.8%           | 8.9%           | 31,652                        | 44.9%        | 3.0%           | 1.9%           |
| アジア<br>Asia    | 10,454                        | 14.8%        | 10,906                        | 14.9%        | 4.3%           | -              | 10,920                        | 15.5%        | 0.1%           | -              |
| 内 中国<br>China  | 3,752                         | 5.3%         | 4,589                         | 6.3%         | 22.3%          | 30.2%          | 4,654                         | 6.6%         | 1.4%           | 2.5%           |
| OEM<br>OEM     | 5,953                         | 8.4%         | 5,447                         | 7.4%         | -8.5%          | -8.5%          | 5,085                         | 7.2%         | -6.6%          | -6.6%          |
| 合計<br>Total    | 70,460                        | 100.0%       | 73,343                        | 100.0%       | 4.1%           | -              | 70,449                        | 100.0%       | -3.9%          | -              |

《通期》 Full year

百万円 (Millions of yen)

|                | 2019/3 通期<br>(FY18) |              | 2020/3 通期<br>(FY19) |              |                |                | 2021/3 通期予想<br>(FY20 Forecast) |              |                |                |
|----------------|---------------------|--------------|---------------------|--------------|----------------|----------------|--------------------------------|--------------|----------------|----------------|
|                | 売上高<br>Sales        | 構成比<br>Ratio | 売上高<br>Sales        | 構成比<br>Ratio | 増減率<br>YoY (1) | 増減率<br>YoY (2) | 売上高<br>Sales                   | 構成比<br>Ratio | 増減率<br>YoY (1) | 増減率<br>YoY (2) |
| 米州<br>Americas | 36,728              | 35.6%        | 38,189              | 36.9%        | 4.0%           | 6.1%           | 34,000 →<br>34,500             | 34.2%        | -9.7%          | -6.4%          |
| 欧州<br>EMEA     | 43,140              | 41.8%        | 43,313              | 41.8%        | 0.4%           | 6.7%           | 50,000 →<br>47,000             | 46.5%        | 8.5%           | 9.3%           |
| アジア<br>Asia    | 14,757              | 14.3%        | 14,802              | 14.3%        | 0.3%           | -              | 14,000                         | 13.9%        | -5.4%          | -              |
| 内 中国<br>China  | 5,578               | 5.4%         | 5,694               | 5.5%         | 2.1%           | 8.2%           | 6,000                          | 5.9%         | 5.4%           | -2.5%          |
| OEM<br>OEM     | 8,661               | 8.4%         | 7,316               | 7.1%         | -15.5%         | -15.5%         | 5,000 →<br>5,500               | 5.4%         | -24.8%         | -24.8%         |
| 合計<br>Total    | 103,287             | 100.0%       | 103,621             | 100.0%       | 0.3%           | -              | 103,000 →<br>101,000           | 100.0%       | -2.5%          | -              |

1. 増減率YoY(1)は日本円ベース、増減率YoY(2)は現地通貨ベースを表示しております。

(1) Comparison on a Japanese yen basis (2) Comparison on a local currency basis

【海外地域内訳】 米州：北・南アメリカ大陸

Americas: North and South Americas

Regional  
breakdown

欧州：ヨーロッパ、ロシア、中東、中央アジア、アフリカ

EMEA: Europe, Russia, Middle East, Central Asia, Africa

アジア：南アジア、日本を除くアジア地域、オセアニア

Asia: South Asia, Asia excluding Japan, Oceania

**6. 設備投資額・減価償却費の推移 Capital Expenditures / Depreciation and Amortization**

《第3四半期累計期間》 Nine months

百万円 (Millions of yen)

|  | 2019/3 3Q累計期間<br>(FY18 Q1-Q3) | 増減率<br>YoY | 2020/3 3Q累計期間<br>(FY19 Q1-Q3) | 増減率<br>YoY | 2021/3 3Q累計期間<br>(FY20 Q1-Q3) | 増減率<br>YoY |
|--|-------------------------------|------------|-------------------------------|------------|-------------------------------|------------|
| 設備投資額<br>Capital expenditures          | 5,639                         | -6.4%      | 6,689                         | 18.6%      | 7,240                         | 8.2%       |
| 減価償却費<br>Depreciation and amortization | 6,703                         | -8.1%      | 7,455                         | 11.2%      | 7,856                         | 5.4%       |

《通期》 Full year

百万円 (Millions of yen)

|  | 2019/3 通期<br>(FY18) | 増減率<br>YoY | 2020/3 通期<br>(FY19) | 増減率<br>YoY | 2021/3 通期予想<br>(FY20 Forecast) | 増減率<br>YoY |
|--|---------------------|------------|---------------------|------------|--------------------------------|------------|
| 設備投資額<br>Capital expenditures          | 8,322               | -4.4%      | 10,687              | 28.4%      | 8,000 → 9,000                  | -15.8%     |
| 減価償却費<br>Depreciation and amortization | 8,945               | -5.3%      | 10,133              | 13.3%      | 10,000                         | -1.3%      |

**7. 研究開発費の推移 R&D Investment**

《第3四半期累計期間》 Nine months

百万円 (Millions of yen)

|                         | 2019/3 3Q累計期間<br>(FY18 Q1-Q3) | 増減率<br>YoY | 2020/3 3Q累計期間<br>(FY19 Q1-Q3) | 増減率<br>YoY | 2021/3 3Q累計期間<br>(FY20 Q1-Q3) | 増減率<br>YoY |
|-------------------------|-------------------------------|------------|-------------------------------|------------|-------------------------------|------------|
| 研究開発費<br>R&D investment | 10,046                        | -0.2%      | 10,219                        | 1.7%       | 10,479                        | 2.5%       |

《通期》 Full year

百万円 (Millions of yen)

|                         | 2019/3 通期<br>(FY18) | 増減率<br>YoY | 2020/3 通期<br>(FY19) | 増減率<br>YoY | 2021/3 通期予想<br>(FY20 Forecast) | 増減率<br>YoY |
|-------------------------|---------------------|------------|---------------------|------------|--------------------------------|------------|
| 研究開発費<br>R&D investment | 13,171              | -6.7%      | 14,082              | 6.9%       | 14,000                         | -0.6%      |