SEGA-SAMMY



# FY Ended March 2017 Full Year Results Presentation

# May 15th, 2017 SEGA SAMMY HOLDINGS INC.

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These contents involve risk and uncertainty and the actual results may differ materially from these contents/comments.

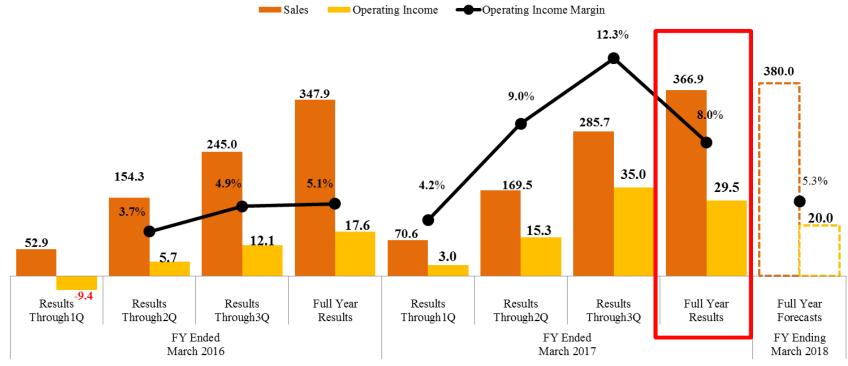
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# FY Ended March 2017 Full Year Results FY Ending March 2018 Full Year Forecasts

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Sales: 366.9 JPY Billion Operating Income: 29.5 JPY Billion Operating Income Margin: 8.0% ROA\*: 5.2% (JPY Billion)



\* ROA = Profit attributable to owners of parent / Total assets

#### FY Ending March 2018 Forecasts **FY Ended March 2017 Results** ■ Planning to increase sales and decrease profits year-on-year. ■ Sales and profits increased year-on-year ■ A conservative level of earnings is expected for Pachislot and Pachinko ■ For the Pachislot and Pachinko Machines Business, several Machines Business titles were launched centering on machines for series with ■ Planning to increase sales year-on-year for the digital game field in the good track records. Entertainment Contents Business due to increase in number of new titles to be • Operating results of each business area in launched. Entertainment Contents Business performed well. Expenses for consolidation of head office functions are planned to be incurred. - 4 -© SEGA SAMMY HOLDINGS INC. All Rights Reserved.

## **Consolidated Income Statements (Summary)**



PY Billion)	FY Ended M	larch 2016	F	Y Ended March 201	7	FY Ending <b>N</b>	March 2018
	Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Results	YoY Change	Full Year Forecasts	YoY Change
Sales	154.3	347.9	169.5	366.9	+5%	380.0	+4%
Pachislot and Pachinko Machines	60.9	141.0	64.9	148.2	+5%	150.0	+1%
Entertainment Contents	85.9	190.5	97.8	205.7	+8%	220.0	+7%
Resort	7.4	16.3	6.7	13.0	-20%	10.0	-23%
Operating Income	5.7	17.6	15.3	29.5	+68%	20.0	-32%
Pachislot and Pachinko Machines	8.4	20.9	10.6	26.3	+26%	20.0	-24%
Entertainment Contents	1.7	4.2	9.1	11.1	+164%	10.0	-109
Resort	-1.2	-1.8	-1.3	-2.2	-	-3.0	
Other / Elimination	-3.2	-5.7	-3.1	-5.7	-	-7.0	
Operating Income Margin	3.7%	5.1%	9.0%	8.0%	+2.9pt	5.3%	-2.7p
Ordinary Income	5.8	16.4	15.4	28.5	+74%	16.0	-44%
Extraordinary Gain	0.5	1.2	11.9	13.3	-	0.0	
Extraordinary Loss	2.3	5.6	0.3	8.1	_	0.0	
Income before income taxes	4.0	12.0	27.1	33.7	+181%	16.0	-53%
Profit attributable to owners of parent	0.9	5.3	24.2	27.6	+421%	11.0	-60%
Dividends per share (JPY)	20	40	20	40	-	40	
Earnings per share (JPY)	4.11	22.90	103.47	117.79	-	46.93	
Net Assets per share (JPY)	1,310.36	1,257.43	1,292.06	1,313.06	-	-	

## **Costs and Expenses**



Billion)	FY Ended M	Iarch 2016	F	Y Ended March 201	FY Ending March 2018		
	Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Results	YoY Change	Full Year Forecasts	YoY Change
R&D Expense / Content Production Expense	24.7	58.0	31.7	67.1	+16%	71.0	+6%
Pachislot and Pachinko Machines	10.5	20.0	9.3	18.8	-6%	19.3	+39
Entertainment Contents	14.1	37.7	22.2	48.1	+28%	51.7	+79
Resort	0.1	0.5	0.1	0.2	-60%	0.0	
Other / Elimination	0.0	-0.2	0.1	0.0	-	0.0	
Cap-ex	12.5	28.0	13.8	27.0	-4%	24.4	-10%
Pachislot and Pachinko Machines	3.2	6.7	3.0	5.8	-13%	5.7	-2%
Entertainment Contents	7.8	16.1	8.0	16.6	+3%	16.4	-19
Resort	1.3	5.0	2.7	4.5	-10%	2.3	-49%
Other / Elimination	0.2	0.2	0.1	0.1	-	0.0	
Depreciation	8.2	16.6	7.6	16.3	-2%	16.6	+2%
Pachislot and Pachinko Machines	3.2	6.5	3.0	5.8	-11%	5.4	-79
Entertainment Contents	4.3	8.4	3.7	8.7	+4%	9.2	$+6^{\circ}$
Resort	0.4	1.0	0.5	1.1	+10%	1.3	+18%
Other / Elimination	0.3	0.7	0.4	0.7	-	0.7	
Advertising	9.3	17.9	7.6	14.8	-17%	20.5	+39%
Pachislot and Pachinko Machines	1.0	2.8	1.2	2.1	-25%	5.2	+1489
Entertainment Contents	6.9	13.1	5.0	10.7	-18%	13.9	+309
Resort	0.3	0.6	0.3	0.5	-17%	0.2	-609
Other / Elimination	1.1	1.4	1.1	1.5	-	1.2	



### <JPY Billion>

### FY Ended March 2016 Results

Η	Gain on reversal of provision for dismantling of fixed assets	0.5
Extrao	Gain on sales of investment securities	0.1
Extraordinary Gair	Gain on liquidation of subsidiaries and affiliates	0.3
ry Gai	Other	0.3
n	Total	1.2

### FY Ended March 2017 Results

I	Gain on sales of noncurrent assets	9.5
.vfran	Gain on sales of investment securities	1.3
Extraordinary	Gain on reversal of subscription rights to shares	0.8
v Cain	Other	1.7
2	Total	13.3

[	Impairment loss	1.3
Extraordinary Loss	Early extra retirement payments	1.9
rdina	Restructuring loss	1.2
ry Los	Other	1.2
Š	Total	5.6

	Impairment loss	6.0
Extraordinary Loss	Loss on valuation of investment securities	1.1
rdinaı	Restructuring loss	0.4
ry Los	Other	0.6
S.	Total	8.1

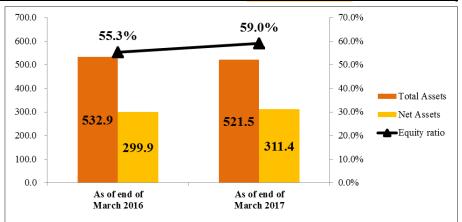
# **Consolidated Balance Sheet (Summary)**



(JPY billion) [ Assets ]				[ Liabilities and Net Assets ]				
Account	As of end of March 2016	As of end of March 2017	Change	Account	As of end of March 2016	As of end of March 2017	Change	
Cash and Deposits	141.3	137.4	-3.9	Accounts Payable	33.0	45.6	+12.6	
Accounts Receivable	55.6	44.5	-11.1	Corporate Bonds	14.2	19.5	+5.3	
Securities	48.4	65.2	+16.8	Short Term Borrowings	14.0	6.3	-7.7	
Inventories	34.4	47.4	+13.0	Other	44.7	41.1	-3.6	
Other	22.5	29.6	+7.1	Total Current Liabilities	105.9	112.5	+6.6	
Total Current Assets	302.2	324.1	+21.9	Corporate Bonds	52.0	32.5	-19.5	
Tangible Fixed Assets	101.0	81.6	-19.4	Long Term Debt	48.8	44.5	-4.3	
Intangible Fixed Assets	24.8	22.1	-2.7	Other	26.2	20.5	-5.7	
Investment Securities	76.5	69.8	-6.7	Total Noncurrent Liabilities	127.0	97.5	-29.5	
Other	28.3	23.9	-4.4	Total Liabilities	233.0	210.1	-22.9	
				Shareholders Equity	288.1	300.3	+12.2	
				Total accumulated other comprehensive income	6.6	7.4	+0.8	
				Warrants	0.8	0.3	-0.5	
				Non-controlling intesrests	4.4	3.4	-1.0	
Total Noncurrent Assets	230.6	197.4	-33.2	Total Net Assets	299.9	311.4	+11.5	
Total Assets	532.9	521.5	-11.4	Total Liabilities and Net Assets	532.9	521.5	-11.4	

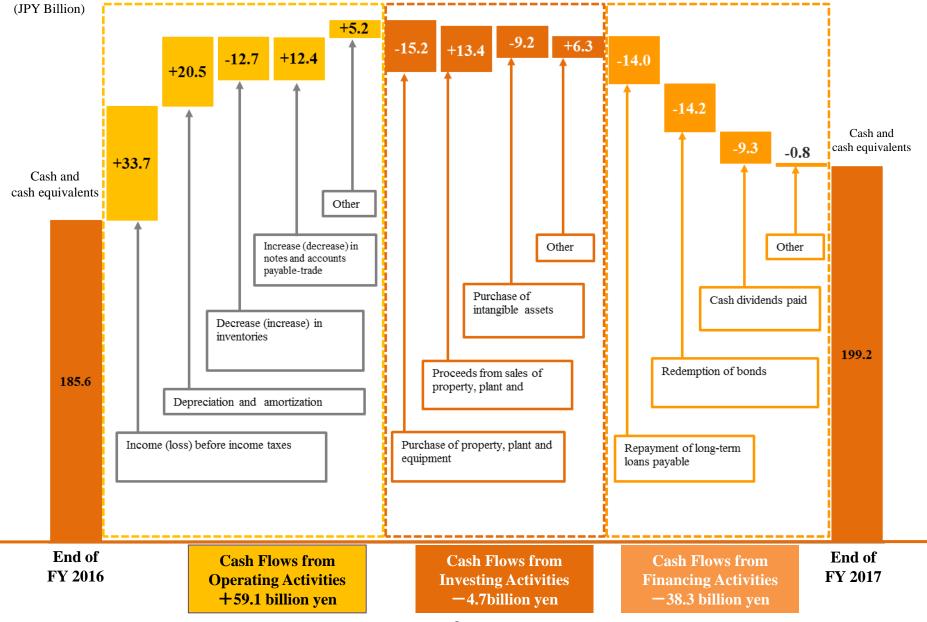
#### FY Ended March 2017 Results

- Total Assets: 521.5 billion yen (decreased by 11.4 billion yen )
- Current Assets: Up 21.9 billion yen due to an increase in securities and inventories
- Noncurrent Assets: Down 33.2 billion yen due to a decrease in tangible fixed assets and investment securities
- Liabilities: Down 22.9 billion yen due to redemption of Corporate Bonds and repayment of Borrowings
- Equity Ratio: 59.0% (+3.7pt) Current Ratio: 287.9% (+2.7pt)



## **Consolidated Cash Flows**

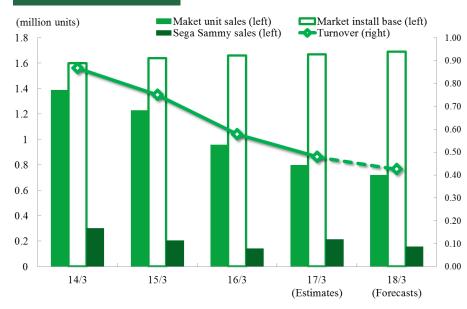




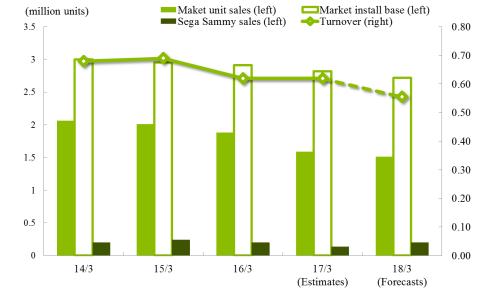
# **Segment Results / Forecasts**



### **Market Forecasts**



#### **Pachislot Machine**



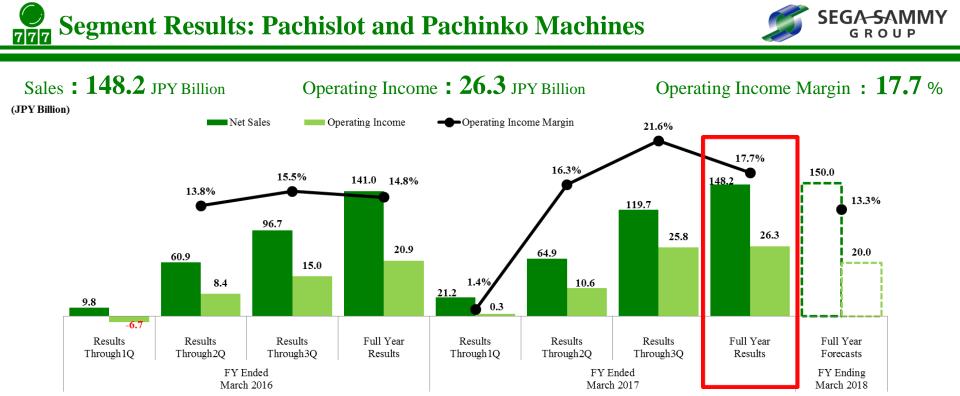
Pachinko Machine

Pachislot	14/03 Results	15/03 Results	16/03 Results	17/03 Estimate	18/03 Forecast
Market Unit Sales (million)	1.39	1.23	0.96	0.80	0.72
Market Installed Base (million)	1.60	1.64	1.66	1.67	1.69
Turnover (Sales/Installation)	0.87	0.75	0.58	0.48	0.43
Sega Sammy's Unit Sales (Thousands)	301	207	142	215	158

#### 18/03 14/03 15/03 16/03 17/03 Pachinko Results Results Results Estimate Forecast Market Unit Sales 1.88 2.06 2.01 1.59 1.51 (million) Market Installed Base 3.00 2.95 2.91 2.82 2.72 (million) Turnover 0.68 0.65 0.56 0.56 0.69 (Sales/Installation) Sega Sammy's Unit Sales 200 241 199 138 203 (Thousands)

Source: National Police Agency, Yano Research Institute Ltd.,

\* The data for 17/03 and 18/03, which have not been publicized yet, are our estimates and forecasts.



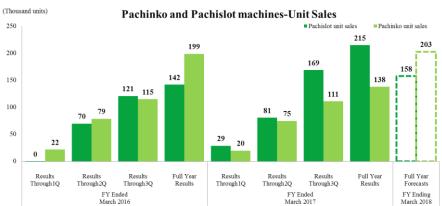
	FY Ended March 2017 Results	FY Ending March 2018 Forecasts
Overall	Sales and profits increased year-on-year due to sales of machines for series with good track records, including mainstay titles, primarily in Pachislot.	<ul> <li>Planning to launch multiple titles, especially in the first half.</li> <li>A conservative level of earnings is expected by taking in account the composition of sales and market environment.</li> </ul>
Pachislot	<ul> <li>Conducted sales including "Pachislot Hokuto No Ken Syura no kuni hen" and "Pachislot CODE GEASS Lelouch of the Rebellion R2."</li> <li>Unit sales increased year-on-year due to the increase in number of titles.</li> </ul>	Planning to decrease unit sales as new voluntary regulations will be applied to new machines installed on October 1, 2017 and after.
Pachinko	Unit sales decreased year-on-year as sales of major titles were strategically changed to the next fiscal year.	Planning to increase unit sales with launch of several titles including "Pachinko CR Hokuto No Ken 7 Resurrection," a mainstay title.
	- 12	© SEGA SAMMY HOLDINGS INC. All Rights Reserved.



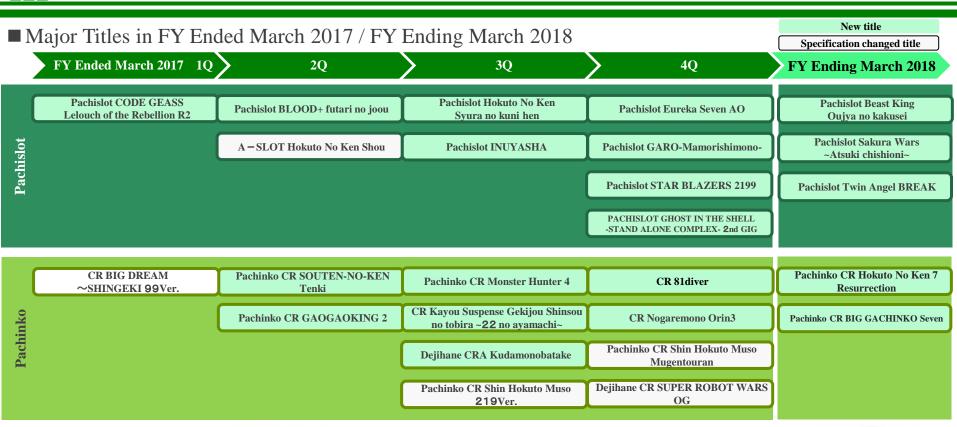
(JPY Billion)		FY Ended N	Iarch 2016	FY Ended March 2017			FY Ending March 2018	
		Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Results	YoY Change	Full Year Forecasts	YoY Change
	Sales	60.9	141.0	64.9	148.2	+5%	150.0	+1%
	Pachislot	31.0	61.1	31.8	86.2	+41%	63.1	-27%
	Pachinko	23.1	66.8	26.4	48.3	-28%	71.6	+48%
	Other / Elimination	6.8	13.1	6.7	13.7	-	15.3	-
	Operating Income	8.4	20.9	10.6	26.3	+26%	20.0	-24%
	Operating Income Margin	13.8%	14.8%	16.3%	17.7%	+2.9pt	13.3%	-4.4pt
De altrala (	Number of Titles	2 titles	7 titles	3 titles	10 titles	+3 titles	11 titles	+1 title
Pachislot	Unit Sales	70,260 units	142,337 units	81,895 units	215,736 units	+52%	158,000 units	-27%
	Number of Titles	6 titles	8 titles	3 titles	9 titles	+1 title	7 titles	-2 titles
De altinha	Unit Sales	79,604 units	199,014 units	75,542 units	138,321 units	-30%	203,000 units	+47%
Pachinko	Board + Frame	14,617 units	93,863 units	68,175 units	115,227 units	+23%	160,300 units	+39%
	Board	64,987 units	105,151 units	7,367 units	23,094 units	-78%	42,700 units	+85%

\* New series of title is counted as one title (Machines launched in the previous fiscal year/change of specification, etc. aren't included).

FY Ended March 2017 Major titles and number of units sold						
Pachislot title	Total sales	Installed From				
Pachislot Hokuto No Ken Syura no kuni hen	90,175 units	October				
Pachislot CODE GEASS Lelouch of the Rebellion R2	25,750 units	May				
Pachislot BLOOD+ futari no joou	25,335 units	September				
Pachinko title	Total sales	Installed From				
Pachinko CR SOUTEN-NO-KEN Tenki	44,238 units	August				
Pachinko CR Monster Hunter 4	15,055 units	November				
Pachinko CR Shin Hokuto Muso 219Ver.	13,713 units	December				









"Pachislot Hokuto No Ken Syura no kuni hen"

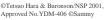
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"Pachislot Beast King Oujya no kakusei" ©Sammy



"Pachinko CR SOUTEN-NO-KEN Tenki"





"Pachinko CR Monster Hunter 4"

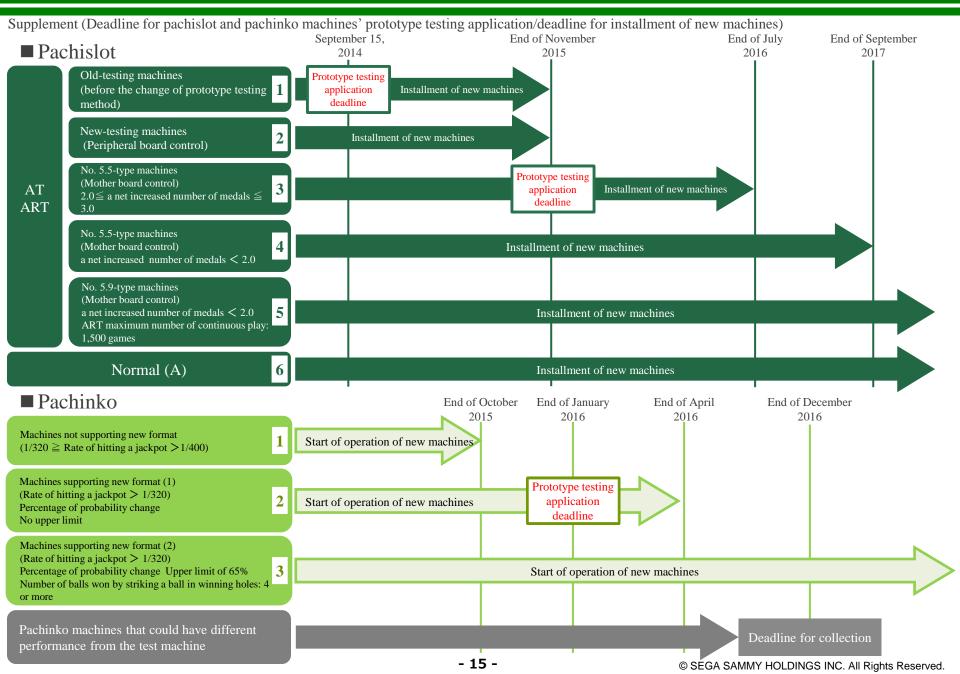
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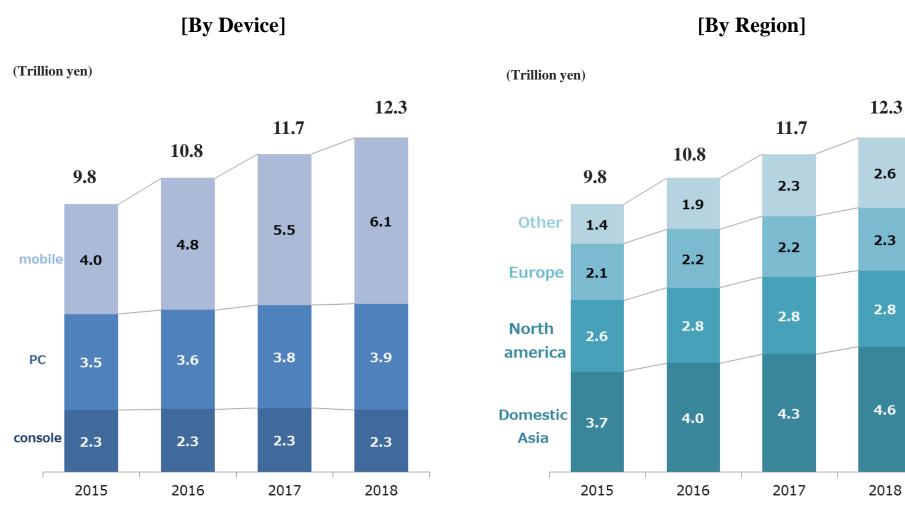
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## Market Forecasts (Digital Games, Packaged Games)



\*Console and PC include packaged products, downloads, Free-to-play, fixed rate services, etc.

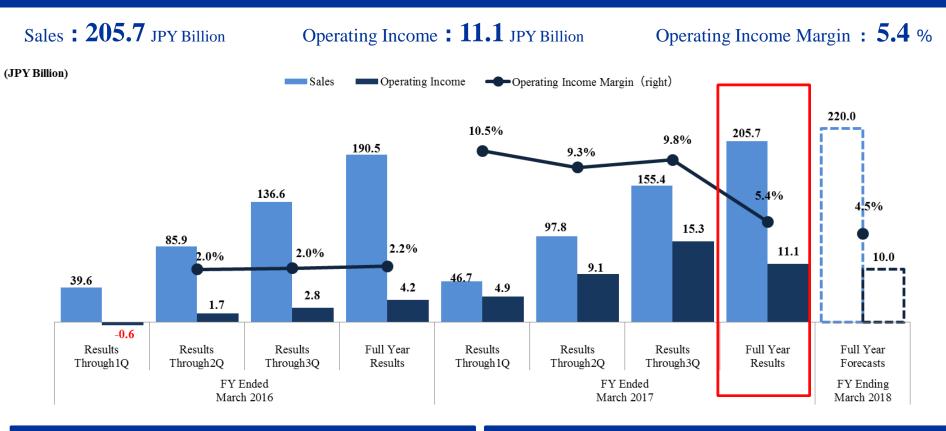
\*Figures of packaged version is not included in Asia because out of scope of the survey

\*Mobile includes tablet devices

\*Figures in 2017 and 2018 are estimates

Sources: Prepared by SEGA SAMMY HOLDINGS INC. based on the data of International Development Group, etc.

SEGA-SAMMY GROUP



### **FY Ended March 2017 Results**

- Sales and profits increased year-on-year due to operating results of each
- business area performed well. • Existing mainstay titles in the digital game field performed strongly.
- Performed well with concentration of major title launches in the packaged game field and amusement machine field.

## **FY Ending March 2018 Forecasts**

- Planning sales increase and profits decrease year-on-year.
- Planning to increase sales by increasing number of new titles to be launched in the digital game field and improving and extending oversea PC game titles to be launched in the packaged game field.
- Number of titles to be launched in the amusement machine field is forecasted to decrease.



PY Billion)	FY Ended M	Iarch 2016	F	Y Ended March 201	FY Ending March 2018		
	Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Results	YoY Change	Full Year Forecasts	Yo Y Change
Sales	85.9	190.5	97.8	205.7	+8%	220.0	+79
Digital Games	21.5	45.6	23.0	47.3	+4%	59.0	+25
Packaged Games	14.6	42.3	23.0	47.1	+11%	51.5	+9
Amusement Machine Sales	20.6	41.9	22.5	49.4	+18%	43.5	-12
Amusement Center Operations	18.9	38.0	19.0	37.2	-2%	38.0	+2
Animation / Toy	9.5	21.2	9.4	22.7	+7%	24.5	+8
Other / Elimination	0.8	1.5	0.9	2.0	-	3.5	
Operating Income	1.7	4.2	9.1	11.1	+164%	10.0	-10
Digital Games	0.9	-0.4	3.8	4.9	-	7.3	+49
Packaged Games	-0.9	2.4	2.7	2.6	+8%	3.2	+23
Amusement Machine Sales	0.2	-0.1	0.8	1.7	-	-0.4	
Amusement Center Operations	1.3	1.8	2.0	2.2	+22%	1.7	-23
Animation / Toy	0.0	0.6	0.1	1.2	+100%	1.5	+25
Other / Elimination	0.2	-0.1	-0.3	-1.5	-	-3.3	
Operating Income Margin	2.0%	2.2%	9.3%	5.4%	+3.2pt	4.5%	-0.9
Packaged Games Number of Titles	12 titles	29 titles	14 titles	26 titles	-3 titles	21 titles	-5 titl
Domestic	4 titles	14 titles	3 titles	9 titles	-5 titles	11 titles	+2 tit
Overseas	8 titles	15 titles	11 titles	17 titles	+2 titles	10 titles	-7 tit
Packaged Games Sales in Units (Thousands)	3,280	9,220	4,650	10,280	+11%	11,600	+13
Japan	430	1,740	1,000	1,850	+6%	2,000	+8
New title	260	1,330	850	1,500	+13%	1,770	+18
Repeat title	170	410	150	350	-15%	230	-34
Asia	130	380	410	1,060	+179%	670	-37
New title	100	340	240	700	+106%	640	-9
Repeat title	40	40	170	360	+800%	30	-92
North America / Europe	2,720	7,100	3,240	7,370	+4%	8,930	+2
New title	200	970	1,450	3,040	+213%	5,170	+7
Repeat title	2,510	6,130	1,790	4,330	-29%	3,760	-1
Domestic Facilities	198	194	189	191	-	190	
Same Store Sales Comparisons	102.2%	103.1%	110.8%	108.5%	+5.4pt	101.3%	-7.2



## Digital

			FY E March			FY Ended March 2017				
		1Q Results	2Q Results	3Q Results	4Q Results	1Q Results	2Q Results	3Q Results	4Q Results	
Sales (JPY	Sales (JPY Billion)		11.1	11.5	12.6	12.0	11.0	12.0	12.3	
	Average MAU(Thousands, 3 months average)*1	4,430	6,400	5,120	6,600	4,640	3,690	4,140	4,560	
Domestic	ARPMAU (JPY) *2	1,840	1,604	1,739	1,630	2,038	2,771	2,568	2,327	
	Share of sales for top 3 titles *3	52.5%	48.6%	52.2%	58.4%	68.4%	70.3%	67.6%	64.6%	
Overseas	Composition ratio of sales	14.3%	10.1%	17.6%	12.9%	19.5%	8.6%	10.5%	11.1%	
	Number of Titles(Domestic)	35	39	41	35	34	30	28	27	
Other indicators	Ratio of advertising expense to net sales *4	17.9%	18.6%	15.1%	11.3%	6.5%	7.9%	10.2%	9.2%	
Indicators	Noah Pass Average MAU(Thousands, 3 months average)*5	11,020	11,400	12,940	12,330	12,360	11,800	11,960	11,400	
Accumulate	d Downloads (Thousands) *6	26,890	25,070	44,070	27,430	22,320	32,650	33,370	30,040	
	Domestic	7,220	3,860	4,770	2,330	2,860	4,720	8,230	9,410	
	Overseas	19,670	21,210	39,300	25,100	19,460	27,930	25,140	20,630	

Only free-to-play titles are covered for the calculation of Number of titles under service, Domestic MAU, Domestic ARP MAU and Number of downloads. (Pay-to-play models are not included.)

\*1. Average MAU (Monthly Active Users) over 3 months

- \*2. Calculated from dividing sales by MAU (Monthly Active Users)
- \*3. Sales percentage for top 3 titles in sales
- \*4. As of the last day of each quarter

\*5. Noah pass is a marketing support tool for smart devices; the counting method for MAU (Monthly Active Users) has been changed since FY 2016 2Q.

\*6. We've made a correction to the FY2017 3Q number of downloads.

#### FY Ended March 2017 Results

- "PHANTASY STAR ONLINE 2" for which PlayStation®4 service was started performed well.
- Existing mainstay titles including "Hortensia Saga" and "Puyopuyo!! Quest" performed strongly.

#### FY Ending March 2018 Forecasts

- Planning continuous profit contribution through efforts such as holding events and conducting updates mainly for domestic existing mainstay titles.
- Number of new titles for smart devices to be launched is forecasted to increase year-on-year





"PHANTASY STAR ONLINE 2" ©SEGA



**"CHAIN CHRONICLE 3"** 

©SEGA

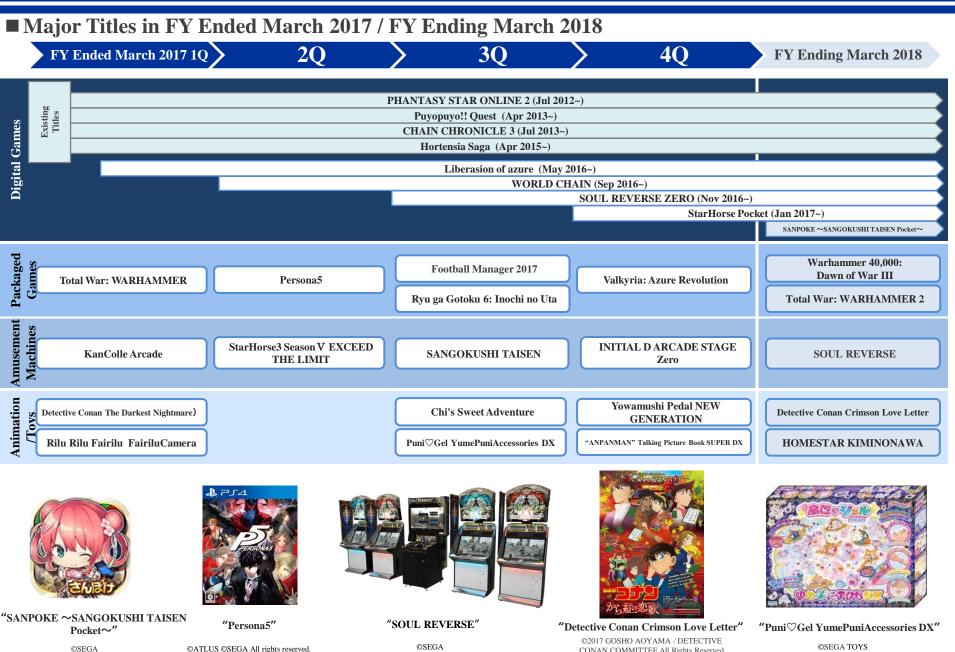


"Puyopuyo!! Quest" ©SEGA \*Sales top three titles in the period of January-March 2017



1	FY Ended March 2017 Results	FY Ending March 2018 Forecasts
Packaged Games	<ul> <li>Sales of "Total War: WARHAMMER," the latest title of the "Total War" series which sold more than 20 million units in total over 16 years, performed well.</li> <li>Sales of "Persona 5," the latest title of "Persona" series, performed well.</li> <li>Unit sales were 10,280 thousand, surpassing the figure in the previous fiscal year, as the launch of large titles have concentrated.</li> </ul>	<ul> <li>Develop "Persona 5" overseas (accumulated worldwide shipment exceeded 1.5 million units in April 2017).</li> <li>Planning unit sales of 11,600 thousand units as measures for improving and extending PC game titles to be launched will be taken.</li> <li>"Warhammer 40,000: Dawn of War III," "Endless Space 2,"</li> <li>"Total War: WARHAMMER 2," etc.</li> </ul>
Amusement Machine Sales	<ul> <li>Recorded continuous earnings from titles under revenue sharing model including "KanColle Arcade."</li> <li>Sales of the latest title of the popular trading card game "SANGOKUSHI TAISEN" were solid.</li> <li>Sales of "UFO CATCHER 9" were solid.</li> <li>New casino machine "Exciting Baccarat" started operation in the Macau market.</li> </ul>	<ul> <li>Number of titles will decrease compared to previous fiscal year (3 titles to 2 titles)</li> <li>Planning to launch new title "SOUL REVERSE" as part of the "Multi-device X One Service" effort.</li> <li>Planning profit contributions from titles under revenue sharing model, primarily from "KanColle Arcade."</li> <li>Preliminary expenses for casino machine development and sales to be incurred.</li> </ul>
Amusement Center Operations	<ul> <li>Performed strongly at 108.5% against the same-store sales of last fiscal year.</li> <li>Video game titles centered on "KanColle Arcade" performed well.</li> <li>Facility operations improved due to execution of the Revised Act on Control and Improvement of Amusement Business.</li> </ul>	<ul> <li>Planning the introduction of e-money in existing-style game centers.</li> <li>Continue to reinforce facility operation focusing on the prize category.</li> <li>Reinforce measures for new style stores such as collaboration café.</li> </ul>
Animation / Toys	Recorded distribution earnings from the movie "Detective Conan The Darkest Nightmare," which exceeded record-high box office revenue, and earnings from production of TV animations, etc.	Planning distribution earnings from movies such as "Detective Conan Crimson Love Letter" and "ANPANMAN: BURUBURU'S TREASURE HUNTING"
Anima	■ Focused on sales of regular and mainstay products, such as "ANPANMAN" series and "Puni♡Gel" series.	Focus on sales of regular and mainstay products, such as "ANPANMAN" series and "Disney" series.



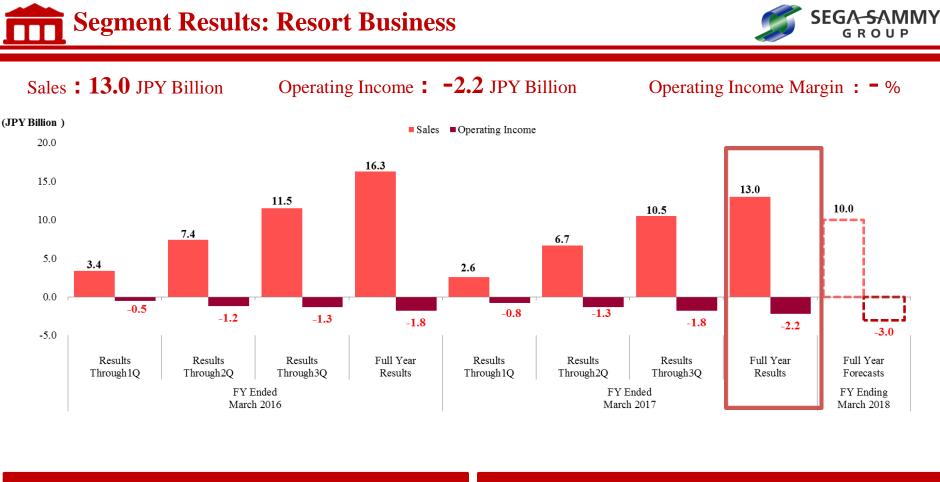


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### FY Ended March 2017 Results

- Although renewal opening of a hotel at "Phoenix Seagaia Resort" was implemented, it performed weakly due to the impact of the 2016 Kumamoto Earthquake.
- Sold part of shares of subsidiary that operates indoor theme park (JOYPOLIS) on January 1, 2017.
- Made efforts on operation of "Paradise Casino Incheon," an existing casino facility in Incheon, South Korea.

### **FY Ending March 2018 Forecasts**

- Planning sales decrease due to the effect of sale of indoor theme park (JOYPOLIS)
- Planning renewal work on garden area of "Phoenix Seagaia Resort."
- "PARADISE CITY", South Korea's first full-fledged integrated resort (IR), opened on April 20, 2017.
- Prior investments and other expenses to be incurred in the integrated resort (IR) business.

# **m** Segment Results: Resort Business



(JPY B	illion)	FY Ended M	larch 2016	F	Y Ended March 201'	7	FY Ending March 2018		
		Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Results	YoY Change	Full Year Forecasts	YoY Change	
	Sales	7.4	16.3	6.7	13.0	-20%	10.0	-23%	
	Operating Income	-1.2	-1.8	-1.3	-2.2	-	-3.0	-	
<pho< td=""><td>ENIX RESORT&gt;</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></pho<>	ENIX RESORT>								
	Sales	4.2	9.0	3.5	8.4	-7%	10.0	+19%	
	Operating Income	-0.2	-0.1	-0.7	-0.8	-	0.0	-	
	Number of facility users (thous and people)	299	597	259	561	-6%	651	+16%	
	3 accommodation facilities	145	297	134	293	-1%	332	+13%	
	2 golf courses	42	92	39	87	-5%	100	+15%	
	Other facilities	111	207	85	181	-13%	218	+20%	
<par <="" td=""><td>ADISE SEGASAMMY *&gt;</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></par>	ADISE SEGASAMMY *>								
	Sales (Billion KRW)	51	95	46	95	-	-	-	
0	perating Income (Billion KRW)	8	10	3	-0	-	-		
N	umber of visitors (Thousands)	24	48	24	57	+19%	-	-	

\* PARADISE SEGASAMMY Co., Ltd. is an equity method affiliate

\* Figures for PARADISE SEGASAMMY Co., Ltd. are recorded with three months delay

# **Segment Results: Resort Business**



### ■ Major measures in FY Ended March 2017 and FY Ending March 2018

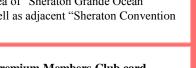
#### FY Ended March 2017 Results

#### FY Ending March 2018



■ Reopened after implementing major renovation

Implemented renovation of guest rooms and the front desk area of "Sheraton Grande Ocean Resort" as well as adjacent "Sheraton Convention Center"





■ Seagaia Premium Members Club card holders exceeded 10,000

Able to redeem points earned through use of designated facilities for various benefits. Special plans for members available.



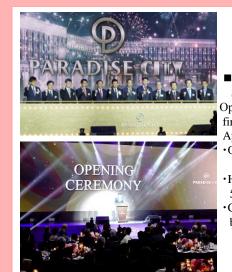
#### New Garden Area "Water Garden" (provisional name) opens in July

The garden pool now has wooden decking and comfortable furniture where guests can relax throughout the year.



#### ■ Fireworks every day during summer vacation period

Enjoy fireworks at eye level in your guestroom at "Sheraton Grande Ocean Resort". Firework shows are held every night during summer vacation. Every guestroom has a perfect view of the fireworks.



#### ■ "PARADISE CITY" opened in Incheon, South Korea on April 20

Opened "PARADISE CITY," South Korea's first full-fledged integrated resort (IR), on April 20, 2017

- •One of the largest foreigner exclusive casinos in South Korea
- Highest quality resort hotel with more than 5 stars
- •Convention facilities with the largest scale ballroom



# **Segment Results: Resort Business**





■ Exterior



■ Casino Facility



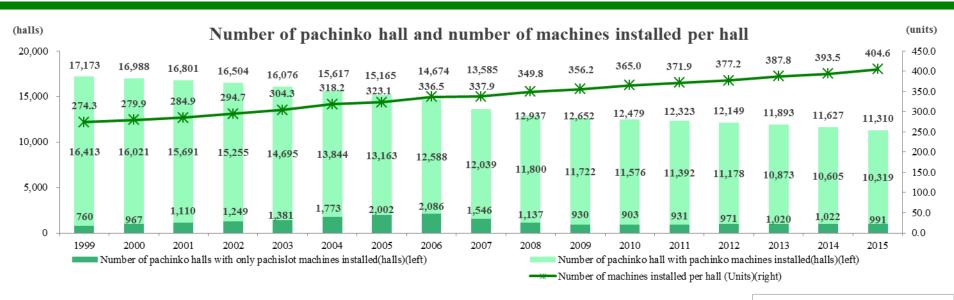
■ Lobby lounge (Hotel)

#### <Overview>

Facility name	PARADISE CITY		<overview airport<="" incheon="" international="" of="" th=""></overview>					
Operating company	PARADISE SEGAS	AMMY Co.,Ltd.	<ul><li>Number of users: 49.28 million (2015)</li><li>Terminal 2, which will be able to</li></ul>					
Facility address	186, Yeongjonghaea	nnam-ro 321-gil, Jung-gu, Incheon, Republic of Korea	accommodate 18 million passengers, is scheduled for completion in 2017					
Number of employees		3, 2017) (including, concurrent officers, full-time employees, ontract employees and part-time employees are included)						
Site area	330,000m <sup>2</sup>							
Investment amount	Approx. 1,300 billio shareholding ratio: 4	n KRW (amount invested by Sega Sammy: 232.9 billion KRW; 5%)	<access city="" paradise="" to=""> <ul> <li>3-minute drive, 5-minute ride on linear</li> </ul></access>					
Facility composition	Open in April 2017	<ul> <li>Casino (table games: 158 units, electronic table games: 4 units 62 seats, slot machines: 291 units)</li> <li>Hotel (711 rooms; additional facilities: restaurant, banquet hall, indoor and outdoor pools, etc.)</li> <li>Convention</li> </ul>	<ul> <li>monorail (free of charge) and 15-minute walk</li> <li>from Incheon International Airport</li> <li>⇒Free shuttle bus service to be arranged</li> <li>Also a 5-minute drive from Incheon IC on the expressway</li> </ul>					
	Opening planned for first half of 2018	<ul> <li>SPA, CLUB ·WONDER BOX (for families)</li> <li>PLAZA (Commercial facility / cultural center, shopping mall)</li> </ul>						

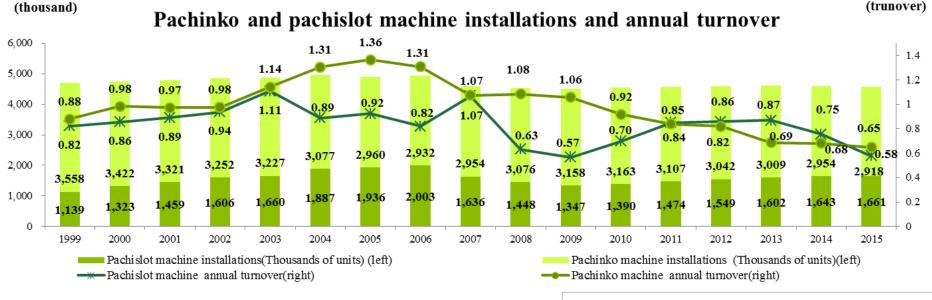
# **Supplementary Information on the Market**





Sources : National Police Agency

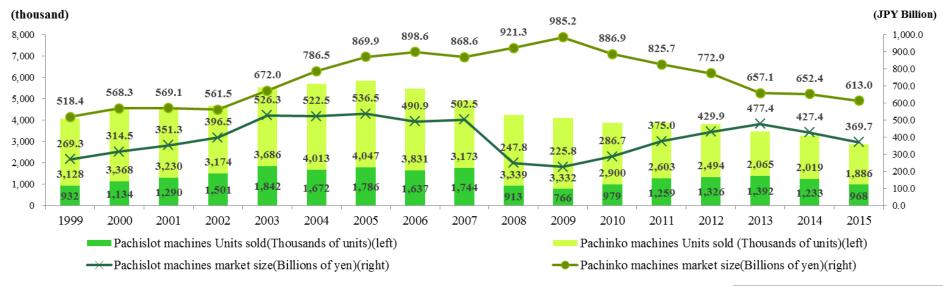
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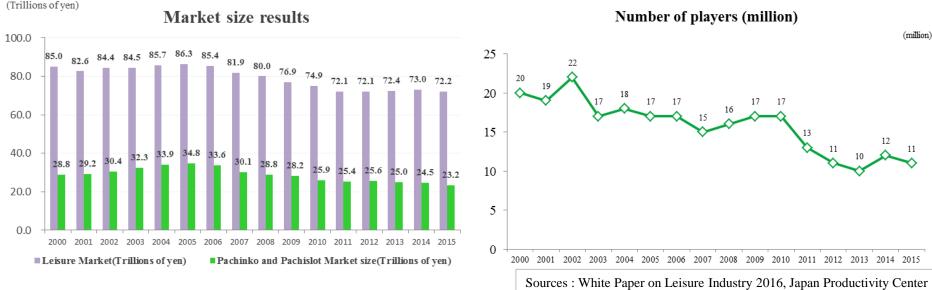
Sources:National Police Agency and Yano research Institute Ltd.



#### Pachinko and Pachislot machines-Unit Sales and Market Size



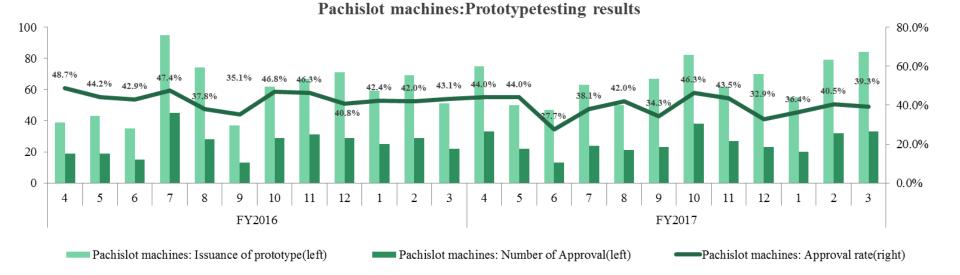
Sources: Yano research Institute Ltd.

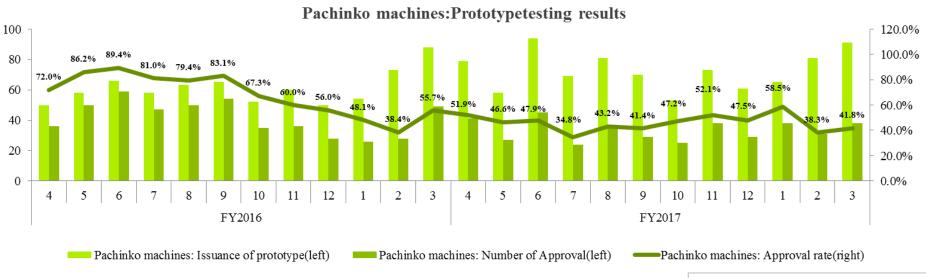


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Sources:Security Communications Association



### Share of Annual Pachislot Machine Sales

		2010 2011				2012			2013			2014			2015			
Rank	Manufacturer	Units sold	Share															
1	Sammy	302,270	30.9%	Sammy	300,866	23.9%	U Company	236,000	17.8%	Sammy	301,575	21.7%	Sammy	207,828	16.8%	U Company	165,000	17.0%
2	D Company	117,000	11.9%	D Company	200,000	15.9%	Sammy	202,221	15.3%	U Company	215,000	15.5%	U Company	205,000	16.6%	Sammy	142,337	14.7%
3	S Company	116,424	11.9%	Y Company	196,000	15.6%	Y Company	193,000	14.6%	H Company	120,000	8.6%	D Company	128,000	10.4%	H Company	113,997	11.8%
4	H Company	111,000	11.3%	U Company	172,000	13.7%	D Company	186,000	14.0%	S Company	116,291	8.4%	Y Company	108,000	8.7%	K Company	100,000	10.3%
5	U Company	103,000	10.5%	S Company	96,158	7.6%	K Company	110,000	8.3%	D Company	102,000	7.3%	H Company	92,763	7.5%	S Company	80,125	8.3%

#### **Share of Annual Pachinko Machine Sales**

		2010			2011		2012		2013			2014			2015			
Rank	Manufacturer	Units sold	Share															
1	S Company	653,000	22.5%	K Company	485,000	18.6%	S Company	544,000	21.8%	K Company	349,000	17.0%	S Company	330,000	16.4%	S Company	300,000	15.9%
2	S Company	424,533	14.6%	S Company	360,805	13.9%	K Company	507,000	20.3%	S Company	315,000	15.4%	S Company	329,892	16.4%	S Company	296,346	15.7%
3	Sammy	343,188	11.8%	Sammy	332,288	12.8%	H Company	252,000	10.1%	S Company	291,967	14.3%	K Company	308,000	15.3%	S Company	275,000	14.6%
4	K Company	322,000	11.1%	S Company	332,000	12.8%	N Company	250,000	10.0%	Sammy	200,225	9.8%	H Company	252,103	12.5%	H Company	234,616	12.4%
5	N Company	296,000	10.2%	N Company	255,000	9.8%	Sammy	216,860	8.7%	H Company	197,000	9.6%	Sammy	242,847	12.0%	N Company	220,000	11.7%
				-						-				$\neg$	6	Sammy	199,014	10.5%

Source: Yano Research Institute Ltd.

\*Estimated by Yano Research Institute Ltd. with fiscal years from July of each year through June the following year as criteria



### Home Video Game and Online Game Markets Scale

2008

Software shipment

2009

2010

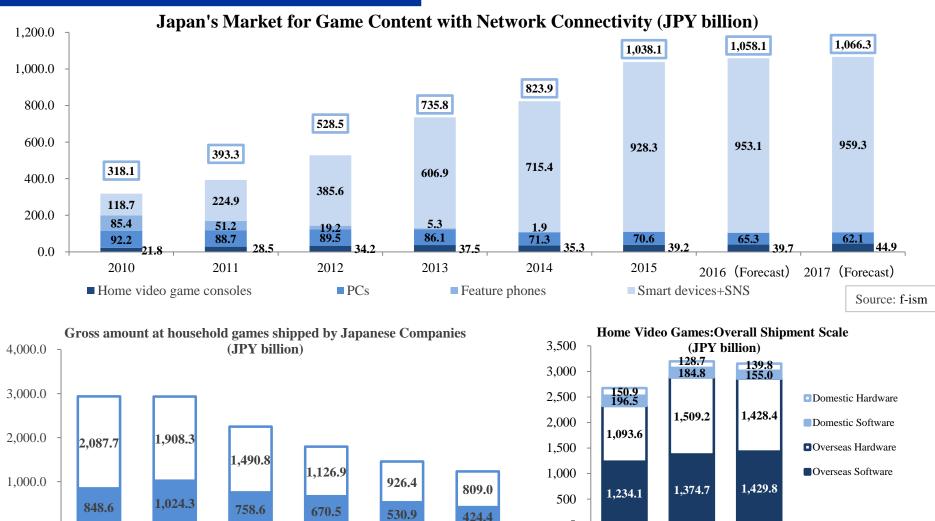
Source: CESA Games White Paper \*Chart is separated from 2013 due to the change of collection method of the data.

Hardware shipment

2011

0.0

2007



2012

0

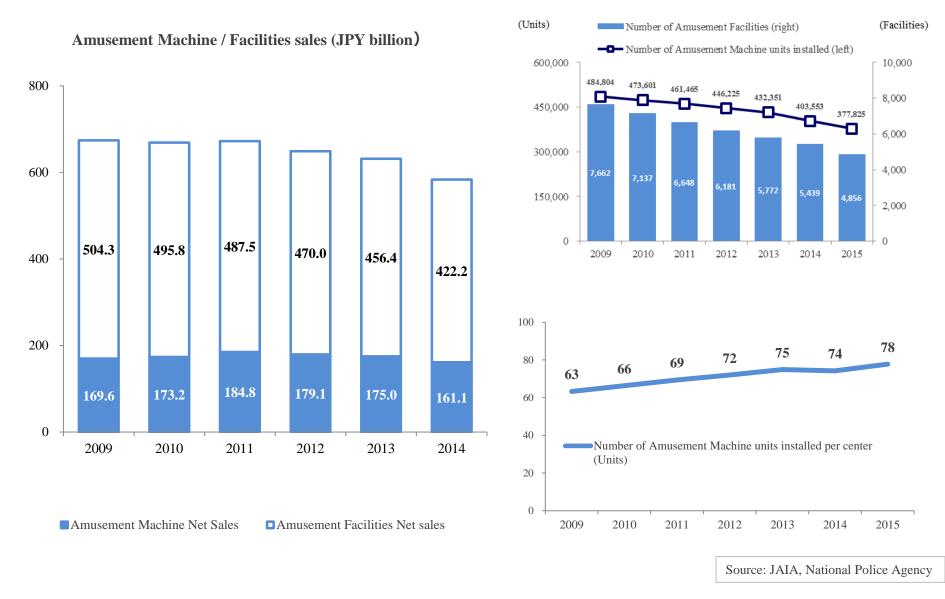
2013

2014

2015



#### **Amusement Machine and Amusement Center Operations Markets Scale**

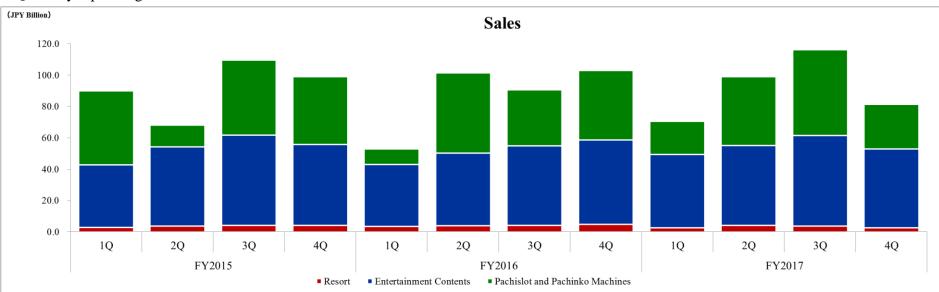


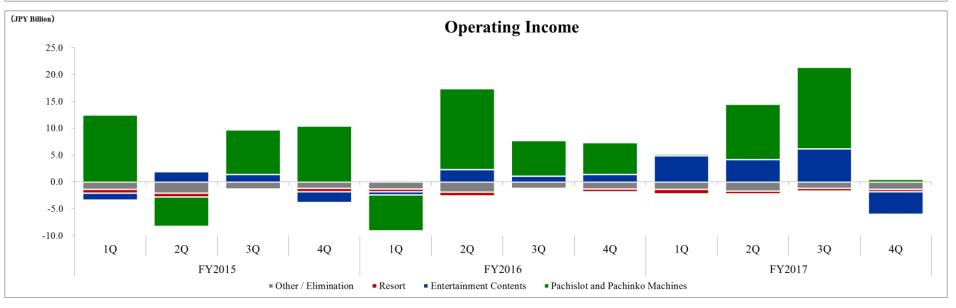
# **Past Operating Results/Company Profile**

## **Past Operating Results**



<Quarterly Operating Results >





## **Past Operating Results (Former Segment basis)**



From FY Ended March 2005 to FY Ended March 2015 (http://www.segasammy.co.jp/english/ir/library/pdf/settlement/2015/e_201503_4q_transition.													_transition.xls	
(JPY b	illion)	FY Ended March 2005	FY Ended March 2006	FY Ended March 2007	FY Ended March 2008	FY Ended March 2009	FY Ended March 2010	FY Ended March 2011	FY Ended March 2012	FY Ended March 2013	FY Er March		FY Ei March	
		Full Year Results	Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Results								
	Net Sales	515.6	553.2	528.2	458.9	429.1	384.6	396.7	395.5	321.4	162.2	378.0	154.2	354.9
	Pachislot and Pachinko Machines	280.1	265.6	211.5	145.5	161.6	160.3	212.0	212.1	142.2	71.2	181.8	60.6	149.1
Breakdown	Amusement Machines Sales	63.3	71.5	75.4	71.0	61.9	45.1	47.2	49.9	39.1	18.0	38.6	18.0	39.6
ıkdc	Amusement Center Operations	83.1	106.2	103.8	91.2	71.3	54.7	45.6	44.6	42.7	21.9	43.2	20.8	41.4
own	Consumer Business	65.3	90.3	119.5	141.7	131.3	121.5	88.8	85.6	83.8	43.8	99.8	48.2	111.0
	Other	23.7	19.4	17.8	9.3	2.9	2.8	2.8	3.0	13.4	7.1	14.5	6.4	13.6
	Operating Income	105.0	119.1	76.5	-5.8	8.3	36.7[31.0]	68.7	58.3	19.0	12.3	38.5	3.4	17.6
	Pachislot and Pachinko Machines	103.9	99.8	71.1	8.4	14.5	29.5	64.2	71.0	23.5	15.1	45.2	7.3	25.7
_	Amusement Machines Sales	7.4	12.1	11.6	7.1	6.8	7.0[5.4]	7.3	7.4	1.9	-0.0	-1.2	0.1	-2.5
Breakdown	Amusement Center Operations	5.4	9.2	0.1	-9.8	-7.5	-1.3[-1.4]	0.3	0.3	1.1	0.2	0.0	-0.2	-0.9
kdo	Consumer Business	-8.8	1.9	1.7	-5.9	-0.9	6.3[2.4]	1.9	-15.1	-0.7	1.1	2.0	0.9	4.0
wn	Other	-0.5	-1.7	-1.3	-0.0	-0.3	0.3	0.0	0.2	-0.4	-0.4	-1.2	-1.0	-2.0
	Eliminations	-2.3	-2.3	-6.7	-5.5	-4.9	-5.2	-5.1	-5.4	-6.3	-3.6	-6.4	-3.7	-6.5
	Operating Margin	20.4%	21.5%	14.5%	-	1.9%	9.5%[8.1%]	17.3%	14.7%	5.9%	7.6%	10.2%	2.2%	5.0%
	Ordinary Income	104.4	119.5	81.2	-8.2	6.6	35.9[30.2]	68.1	58.1	20.9	14.2	40.5	3.3	16.9
	Ordinary Income Margin	20.2%	21.6%	15.4%	-	1.5%	9.3%[7.9%]	17.2%	14.7%	6.5%	8.8%	10.7%	2.1%	4.8%
	Net Income	50.5	66.2	43.4	-52.4	-22.8	20.2[14.5]	41.5	21.8	33.4	11.3	30.7	-2.0	-11.2
	Net Income Margin	9.8%	12.0%	8.2%	-	-	5.3%[3.8%]	10.5%	5.5%	10.4%	7.0%	8.1%	-	-
	ROA ROE	11.5%	12.7% 23.0%	7.9%	-11.2%	-5.4%	4.8%	11.7%	6.0%	6.3%		5.7% 9.3%		-2.2%
	ROE Equity Ratio	19.5% 59.0%	23.0%	13.3% 61.5%	-17.6%	-9.5% 52.4%	8.8% 55.8%	16.2%	7.7%	11.0% 59.7%		9.3%		-3.4% 60.0%
	Cash flows to interest bearing debt ratio	185.6%	230.2%	89.0%	-	218.9%	137.9%	58.9%	192.4%	524.9%	-	127.7%	-	301.9%
	Interest coverage ratio	105.8 times	123.8 times	196.3 times	-	35.1 times	73.0 times	134.1 times	58.1 times	22.9 times	-	90.0 times	-	45.2 times
ŀ	R&D expense / content production expense *3	41.5	36.3	52.1	65.3	59.6	41.5[47.2]	41.1	53.3	45.2	25.1	59.2	28.4	67.6
	Cap-ex	32.4	38.5	36.6	50.4(*1)	26.6	16.1	19.6	36.1	32.8	22.6	38.1	14.7	28.7
	Depreciation *4	17.7	21.8	28.0	45.6(*2)	26.6	17.1	15.9	16.1	18.1	7.5	16.1	8.1	17.6
	Advertising *5	11.8	18.9	22.2	22.8	20.7	20.7	15.1	17.2	13.1	7.6	16.0	10.0	19.1
	# of pachislot titles	9 titles	14 titles	17 titles	22 titles	19 titles	12 titles	10 titles	11 titles	8 titles	3 titles	9 titles	4 titles	6 titles
	Unit sales	676,933 units	607,106 units	523,422 units	380,688 units	123,286 units	162,932 units	302,270 units	300,866 units	202,221 units	143,171 units	301,575 units	92,998 units	207,828 units
	# of pachinko titles	8 titles	8 titles	14 titles	9 titles	12 titles	13 titles	12 titles	14 titles	14 titles	4 titles	10 titles	9 titles	14 titles
	Unit sales	233,049 units	288,895 units	132,981 units	108,184 units	391,831 units	360,171 units	343,188 units	332,288 units	216,860 units	54,955 units	200,225 units	86,453 units	242,847 units
	Same Store Sales Comparisons	98.5%	103.3%	95.8%	89.0%	92.4%	91.7%	99.3%	100.5%	93.8%	95.0%	96.1%	98.7%	100.1%
	Domestic Facilities	477 facilities	462 facilities	449 facilities	363 facilities	322 facilities	260 facilities	249 facilities	241 facilities	236 facilities	202 facilities	198 facilities	198 facilities	198 facilities
	# of game software titles	- (84)	- (122)	- (140)	80 (138)	78 (122)	66 (105)	51 (71)	45 (86)	25 (49)	8 (8)	21 (32)	6(14)	30 (50)
	Sales (Thousand units)	11,790	16,400	21,270	26,990	29,470	26,750	18,710	17,240	10,780	3,230	8,730	4,100	12,300

\*The data in this page can be downloaded from following URL. <u>s)</u>

\* Numbers shown in parentheses are based on previous accounting policy (For reference, unaudited)

\* Number of titles reflects products which begin sales in the period (Numbers shown in parentheses are based on SKU)

(\* 1): Includes rental assets of 17.1 billion Yen (full year) (\* 2): Includes rental assets of 17.3 billion Yen (full year)

\*3 In the fiscal year ended March 2014 and after, amortization cost of digital titles is included in R&D expense. (Up to the fiscal year ended March 2013, it was included in depreciation.)

\*4 In the fiscal year ended March 2014 and after, amortization cost of digital titles is not included in depreciation. (In the fiscal year ended March 2014 and after, it is included in R&D expense/content production expense.)

\*5 In the fiscal year ended March 2014 and after, advertising expenses are included in cost. (Up to the fiscal year ended March 2013, only selling, general and administrative (SG&A) expenses were included in cost.)

## **Past Operating Results (New Segment basis)**



		(http://www.segasaniny.co.jp/enghain/inform/particulence.co///c_2of/co_nq_auasit										<u>ansition.xis</u>	
(JPY I	Sillion)		FY E March				FY E March				FY E March		
		Results Through 1Q	Results Through 2Q	Results Through 3Q	Full Year Results	Results Through 1Q	Results Through 2Q	Results Through 3Q	Full Year Results	Results Through 1Q	Results Through 2Q	Results Through 3Q	Full Year Results
	Net Sales	90.0	158.1	267.7	366.8	52.9	154.3	245.0	347.9	70.6	169.5	285.7	366.9
Bre	Pachislot and Pachinko Machines	47.2	61.1	108.9	152.1	7.6[9.8]*	56.6[60.9]*	90.4[96.7]*	132.7[141.0]*	21.2	64.9	119.7	148.2
Breakdown	Entertainment Contents	39.9	90.3	147.9	199.6	41.8[39.6]*	90.2[85.9]*	143.0[136.6]*	198.8[190.5]*	46.7	97.8	155.4	205.7
own	Resort	2.8	6.6	10.8	14.9	3.4	7.4	11.5	16.3	2.6	6.7	10.5	13.0
	Operating Income	8.9	2.7	10.8	17.4	-9.4	5.7	12.1	17.6	3.0	15.3	35.0	29.5
	Pachislot and Pachinko Machines	12.5	7.0	15.3	25.7	-6.7[-6.7]*	8.5[8.4]*	15.4[15.0]*	21.5[20.9]*	0.3	10.6	25.8	26.3
Bro	Entertainment Contents	-1.3	0.6	2.0	0.0	-0.7[-0.6]*	1.5[1.7]*	2.4[2.8]*	3.6[4.2]*	4.9	9.1	15.3	11.1
Breakdown	Resort	-0.7	-1.4	-1.7	-2.3	-0.5	-1.2	-1.3	-1.8	-0.8	-1.3	-1.8	-2.2
own	Other / Elimination	-1.4	-3.5	-4.8	-6.0	-1.3	-3.1[-3.2]*	-4.4	-5.7	-1.4	-3.1	-4.3	-5.7
	Operating Margin	9.9%	1.7%	4.0%	4.7%	-	3.7%	4.9%	5.1%	4.2%	9.0%	12.3%	8.0%
	Ordinary Income	9.6	2.6	10.7	16.8	-8.7	5.8	12.6	16.4	2.9	15.4	35.3	28.5
	Ordinary Income Margin	10.7%	1.6%	4.0%	4.6%	-	3.8%	5.1%	4.7%	4.1%	9.1%	12.4%	7.8%
	Profit attributable to owners of parent	5.1	-2.8	-2.7	-11.3	-7.9	0.9	6.4	5.3	4.1	24.2	36.5	27.6
	Net Income Margin	5.7%	-	-	-	-	0.6%	2.6%	1.5%	5.8%	14.3%	12.8%	7.5%
	ROA	_	-	-	-2.2%	-	-	-	1.0%	-	-	_	5.2%
	ROE	-	-	-	-3.4%	-	-	-	1.8%	-	-	-	9.2%
	Equity Ratio	_	-	-	60.0%	-	-	-	55.3%	_	-	_	59.0%
	Cash flows to interest bearing debt ratio		-		301.9%		-	-	798.8%	_	-	_	178.6%
	Interest coverage ratio	_	-	_	45.2 times			-	19.1 times		-		61.4times
	R&D expense / content production expense	12.4	28.4	48.8	67.6	12.8	24.7	40.3	58.0	13.9	31.7	48.8	67.1
	Cap-ex	6.9	14.7	20.5	28.7	6.8	12.5	21.0	28.0	6.1	13.8	20.8	27.0
	Depreciation	4.0	8.1	12.8	17.6	4.1	8.2	12.5	16.6	3.9	7.6	12.0	16.3
	Advertising	4.1	10.0	14.5	19.1	3.9	9.3	13.6	17.9	3.1	7.6	11.2	14.8
	# of pachislot titles	3 titles	4 titles	5 titles	6 titles	-	2 titles	6 titles	7 titles	2 titles	3 titles	6 titles	10 titles
	Unit sales	82,791 units	93,045 units	96,111 units	207,830 units	102 units	70,260 units	121,645 units	142,337 units	29,902 units	81,895 units	169,827 units	215,736 units
	# of prohibito titles	5 titles	5 titles	8 titles	10 titles	2 titles	6 titles	7 titles	8 titles	1 titles	3 titles	6 titles	0 +;+1
	# of pachinko titles Unit sales	47,711 units	5 titles 82,955 units	8 titles 224,519 units	241,425 units	2 titles 22,362 units	79,604 units	115,396 units	8 titles 199,014 units	20,525 units	75,542 units	6 titles 111,104 units	9 titles 138,321 units
	Unit sales	+/,/11 ullits	32,755 ullits	224,317 uilits	2+1,+23 ullits	22,302 ullits	79,004 ullits	11 <i>3</i> ,370 ullits	1 77,014 ullits	20,525 ullits	75,542 ullits	111,104 ullts	150,521 ullits
	Same Store Sales Comparisons	99.4%	98.7%	100.1%	100.1%	101.4%	102.2%	101.7%	103.1%	111.2%	110.8%	110.3%	108.5%
	Domestic Facilities	201 facilities	198 facilities	198 facilities	198 facilities	198 facilities	198 facilities	198 facilities	194 facilities	193 facilities	189 facilities	190 facilities	191 facilities
	# of game software titles	3	6	25	30	5	12	24	29	5	14	19	26
	Sales (Thousand units)	1,700	4,100	8,910	12,280	1,830	3,280	6,120	9,220	2,410	4,650	8,130	10,280

#### From FY Ended March 2015~

\*The data in this page can be downloaded from following URL. (http://www.segasammy.co.jp/english/ir/library/pdf/settlement/2017/e\_201703\_4q\_transition.xls)

\*Sales of new segment is changed to gross basis.

\*Basis for recording net sales was changed from shipment to delivery starting in FY ended March 2016.

\*In line with the change of accounting policy, contents of retroactive processing have been reflected on new segments since FY ended March 2015.

\*Part of Entertainment Contents Business has been transferred to Pachislot and Pachinko Machines Business since forecast for FY ending March 2017.

\*Numbers shown in parentheses for FY 2016 results are retroactively adjusted values of estimates after changing the breakdown.

# **Company Profile**



## **Company Profile**

(As of March 31, 2017)

Company NameSEGA SAMMY HOLDINGS INC.AddressShiodome Sumitomo Building 21F, 1-9-2<br/>Higashi Shimbashi, Minato-ku, TokyoEstablishedOctober 1, 2004Capital¥29.9 billion

Number of Employees 7,639 (Consolidated)

Stock Exchange Tokyo Stock Exchange (Stock Code : 6460)

#### Managements

(As of April 1, 2017)

Chairman and CEO (Representative Director) President and COO (Representative Director) Senior Executive Vice President (Director of the Board) Executive Vice President and CFO (Director of the Board) Executive Vice President (Director of the Board) Senior Vice President (Director of the Board (External)) Standing Audit & Supervisory Board Member (External) Standing Audit & Supervisory Board Member Audit & Supervisory Board Member Audit & Supervisory Board Member **Information on Outstanding Shares** 

(As of March 31, 2017)

Number of shares authorized for issuance	800,000,000 shares
Total number of shares issued and outstanding	266,229,476shares
Number of Shareholders	85,486

#### Principal Shareholders

Name of Shareholder	Shares Held	Shareholding Ratio (%)
Hajime Satomi	31,869,338	11.97
SEGA SAMMY HOLDINGS INC.	31,841,869	11.96
FSC Co., Ltd.	12,972,840	4.87
HS Company	11,750,000	4.41
Japan Trustee Services Bank, Ltd. (Trust account)	8,169,900	3.06

#### Distribution of Shareholders

Financial Institutions	13.93%
Securities Companies	2.18%
Other Companies	12.06%
Foreign Institutions and Individuals	27.66%
Japanese Individuals and Other	32.21%
Treasury Stock	11.96%

Hajime Satomi

Haruki Satomi

Naoya Tsurumi

Koichi Fukazawa

Hideki Okamura

Takeshi Natsuno

Kohei Katsukawa

Tomio Kazashi

Shigeru Aoki

Yukito Sakaue

Mineo Enomoto

Yuji Iwanaga



http://www.segasammy.co.jp/

## [Disclaimer]

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answers etc. of this briefing session are the judgment and forecasts of the
Company's management based on the currently available information.
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