

February 3, 2012 SEGA SAMMY HOLDINGS INC.

# <u>Appendix of Consolidated Financial Statements</u> <u>9 Months Ended December 31, 2011</u>

### **Consolidated Income Statements**

PY Billion)	FY Ended N	March 2011		FY Ending 1	March 2012	
	Results Through 3Q	Full Year Results	Results Through 3Q	YoY Change	Revised Full Year Forecasts (announced on Oct 31)	YoY Change
Net Sales	310.1	396.7	311.6	+0.5%	440.0	+10.99
Pachislot and Pachinko Machines	167.9	212.0	177.5	+5.7%	237.0	+11.89
Amusement Machine Sales	38.4	47.2	34.0	-11.5%	52.0	+10.29
Amusement Center Operations	34.5	45.6	33.9	-1.7%	44.0	-3.5
Consumer Business	66.9	88.8	63.5	-5.1%	104.0	+17.19
Other	2.2	2.8	2.4	+9.1%	3.0	+7.1
Operating Income	62.9	68.7	64.3	+2.2%	77.0	+12.1
Pachislot and Pachinko Machines	54.6	64.2	67.4	+23.4%	76.0	+18.4
Amusement Machine Sales	8.4	7.3	5.0	-40.5%	5.5	-24.7
Amusement Center Operations	0.8	0.3	1.2	+50.0%	-0.1	
Consumer Business	2.8	1.9	-5.5	-	1.5	-21.1
Other	0.1	0.0	0.2	+100.0%	0.1	
Eliminations	-3.9	-5.1	-4.2	-	-6.0	
Operating Margin	20.3%	17.3%	20.6%	+0.3pt	17.5%	+0.2
Ordinary Income	62.3	68.1	63.4	+1.8%	75.5	+10.9
Ordinary Income Margin	20.1%	17.2%	20.3%	+0.2pt	17.2%	
Extraordinary Gain	3.0	3.7	1.4	-		
Extraordinary Loss	4.9	14.3	5.9	-	-	
Net Income	36.8	41.5	34.3	-6.8%	38.0	-8.4
Net Income Margin	11.9%	10.5%	11.0%	-0.9pt	8.6%	-1.9
Earnings per share (JPY)	145.28	163.19	136.58	-	151.03	
Net Assets per share (JPY)	1,089.87	1,093.23	1,234.03	-	-	

### **Costs and Expenses**

(JPY Billion)	FY Ended I	March 2011	FY Ending March 2012						
	Results Through 3Q	Full Year Results	Results Through 3Q	YoY Change	Revised Full Year Forecasts (announced on Oct 31)	YoY Change			
R&D expense / Content Production expense	28.8	41.1	31.5	+9.4%	47.1	+14.6%			
Cap-ex	12.1	19.6	27.8	+129.8%	30.8	+57.1%			
Depreciation	11.3	15.9	10.7	-5.3%	16.3	+2.5%			
Advertising	11.2	15.1	12.5	+11.6%	20.4	+35.1%			



# **Pachislot and Pachinko Machines**

(JPY Billion)	FY Ended 1	March 2011		FY Ending	March 2012	
	Results Through 3Q	Full Year Results	Results Through 3Q	YoY Change	Revised Full Year Forecasts (announced on Oct 31)	YoY Change
Net Sales	167.9	212.0	177.5	+5.7%	237.0	+11.8%
Pachislot	84.1	94.9	83.4	-0.8%	107.3	+13.1%
Pachinko	81.2	113.9	89.7	+10.5%	124.2	+9.0%
Other	2.6	3.2	4.4	+69.2%	5.5	+71.9%
Operating Income	54.6	64.2	67.4	+23.4%	76.0	+18.4%
Operating Income Margin	32.5%	30.3%	38.0%	+5.5pt	32.1%	+1.8pt
Unit Sales (Pachislot)	268,470	302,270	228,646	-14.8%	310,000	+2.6%
Unit Sales (Pachinko)	241,374	343,188	287,722	+19.2%	400,000	+16.6%

## 《Shipment Data / Plan: Pachislot and Pachinko》 \* Number of titles reflects products which began sales in period

	FY Ended 1	March 2011	FY Ending	March 2012
Pachislot	Results Through 3Q	Full Year Results	Results Through 3Q	Revised Full Year Forecasts (announced on Oct 31)
G	3 titles	5 titles	3 titles	-
Sammy	118,448 units	144,884 units	193,323 units	-
Rodeo	2 titles	3 titles	2 titles	-
Rodeo	113,731 units	120,719 units	25,608 units	-
TAIYO	1 title	2 titles	2 titles	-
ELEC	36,291 units	36,667 units	9,715 units	-
Total	6 titles	10 titles	7 titles	
Total	268,470 units	302,270 units	228,646 units	310,000 units

Pachislot								
Title	Brand	Unit Sales (Thousands)						
Pachislot Hokuto No Ken	Sammy	169						

	FY Ended N	March 2011	FY Ending I	March 2012
Pachinko	Results Through 3Q	Full Year Results	Results Through 3Q	Revised Full Year Forecasts (announced on Oct 31)
Sammy	9 titles	9 titles	6 titles	-
Saminy	212,625 units	297,411 units	235,425 units	-
TAIYO	2 titles	3 titles	5 titles	-
ELEC	28,749 units	45,777 units	52,297 units	-
Total	11 titles	12 titles	11 titles	-
	241,374 units	343,188 units	287,722 units	400,000 units
Board + Frame	175,851 units	245,442 units	155,637 units	-
Board	65,523 units	97,746 units	132,085 units	-

Pachinko									
Title	Brand	Unit Sales (Thousands)							
Pachinko SOUTEN-NO-KEN	Sammy	62							
CR Ryu ga Gotoku Kenzan!	TAIYO ELEC	22							
CR Rokudenashi BLUES	Sammy	18							



# **Amusement Machines Sales**

(JF	Y Billion)	FY Ended 1	March 2011		FY Ending	March 2012	
		Results Through 3Q	Full Year Results	Results Through 3Q	YoY Change	Revised Full Year Forecasts (announced on Oct 31)	YoY Change
	Net Sales	38.4	47.2	34.0	-11.5%	5% 52.0 +	
	Domestic	35.4	42.7	30.3	-14.4%	-	-
	Overseas	3.0	4.5	3.7	+23.3%	-	-
	Operating Income	8.4	7.3	5.0	-40.5%	5.5	-24.7%
	Operating Income Margin	21.9%	15.5%	14.7%	-7.2pt	10.6%	-4.9pt
Co	R&D expense / ntent Production Expense	6.4	9.1	6.6	+3.1%	-	-

《Major Titles: Amusement Machines》

Title	Title								
StarHorse3 Season I A NEW LEGEND BEGINS.	Medal Game	3.3							
WORLD CLUB Champion Football Intercontinental Clubs Series	Trading Card Game	3.1							
SEGA NETWORK MAHJONG MJ5	Video Game	2.7							

<sup>\*</sup>Sales includes sales of cards and other consumables.



### **Amusement Center Operations**

(JPY	Billion)		FY Ended M	March 2011		FY Ending I	March 2012	
			Results Through 3Q	Full Year Results	Results Through 3Q	YoY Change	Revised Full Year Forecasts (announced on Oct 31)	YoY Change
	Net Sa	iles	34.5	45.6	33.9	-1.7%	44.0	-3.5%
	(Overseas)		2.2	3.1	0.6	-72.7%	-	-
	Operating Income		0.8	0.3	1.2	+50.0%	-0.1	-
	Operating Income Margi		2.3%	0.7%	3.5%	+1.2pt	-	-
SE	SEGA Same Store Sales Comparisons		100.5%	99.3%	100.5%	-	-	-
	Domestic Fa	cilities (*)	252 facilities	249 facilities	247 facilities	-	-	-
		Opened	2 facilities	2 facilities	3 facilities	-	-	-
	SEGA	Closed	9 facilities	13 facilities	5 facilities	-	-	-
		Total	210 facilities	206 facilities	204 facilities	-	-	-
		Opened	2 facilities	4 facilities	2 facilities	-	-	-
	Other (*)	Closed	3 facilities	4 facilities	1 facility	-	-	-
		Total	42 facilities	43 facilities	43 facilities	-	-	-
	Overseas Facilities		11 facilities	10 facilities	3 facilities	-	-	-
	Cap-	ex	4.7	7.7	5.9	+25.5%	-	-
	Depreci	ation	4.3	6.1	3.9	-9.3%	-	-

<sup>\*1</sup> facility has decreased compared to the previously released number as a result of changing counting rules for "Other" facilities in 1Q

#### 《SEGA Same Store Sales Comparisons》

	FY Ending March 2012											
April	May	June	Results Through 1Q	July	August	September	Results Through 2Q	October	November	December	Results Through 3Q	Revised Full Year Forecasts (Oct 31)
103.0%	103.7%	100.8%	102.5%	100.9%	99.1%	100.3%	101.2%	98.8%	98.6%	99.2%	100.5%	

	FY Ended March 2011														
April	May	June	Results Through 1Q	July	August	September	Results Through 2Q	October	November	December	Results through 3Q	January	February	March	Full Year Results
97.9%	95.0%	99.0%	97.2%	103.0%	103.0%	101.1%	99.9%	106.5%	99.0%	100.1%	100.5%	96.7%	103.4%	88.8%	99.3%



### **Consumer Business**

(JPY Billion)	FY Ended March 2011		FY Ending March 2012				
	Results Through 3Q	Full Year Results	Results Through 3Q	YoY Change	Revised Full Year Forecasts (announced on Oct 31)	YoY Change	
Net Sales	66.9	88.8	63.5	-5.1%	104.0	+17.1%	
Game Contents	50.3	67.1	49.0	-2.6%	-	-	
Тоу	10.1	12.0	7.6	-24.8%	-	-	
Animation	7.7	10.9	7.0	-9.1%	-	-	
Other / Elimination	-1.2	-1.2	-0.1	-	-	-	
Operating Income	2.8	1.9	-5.5	-	1.5	-21.1%	
Operating Income Margin	4.2%	2.1%	-	-	1.4%	-0.7pt	
Sales in Units (Thousands)	13,630	18,710	12,600	-7.6%	20,000	+6.9%	
R&D expense / Content Production expense	11.9	18.1	14.1	+18.5%	-	-	

# 《Shipment Data / Plan: Home Video Game Software》 \*Number of titles reflects products which began sales in the period (Number of titles by platform in based on SKU)

	FY Ended March 2011				FY Ending March 2012			
Breakdown	Results Through 3Q		Full Year Results		Results Through 3Q		Revised Full Year Forecasts (announced on Oct 31)	
by Region	# of titles (SKU)	Unit Sales (Thousands)	# of titles (SKU)	Unit Sales (Thousands)	# of titles (SKU)	Unit Sales (Thousands)	# of titles (SKU)	Unit Sales (Thousands)
Japan / Other	12 (14)	1,900	15 (17)	2,630	9 (16)	1,830	-	-
US	11 (19)	5,770	16 (24)	7,830	11 (23)	4,390	-	-
Europe	14 (23)	5,950	20 (30)	8,230	12 (27)	6,370	-	-
Total	37 (56)	13,630	51 (71)	18,710	32 (66)	12,600	-	20,000

	FY Ended March 2011			FY Ending March 2012				
Breakdown by Platform			Full Year Results		Results Through 3Q		Revised Full Year Forecasts (announced on Oct 31)	
oy 1 <b>m</b> ao1111	SKU	Unit Sales (Thousands)	SKU	Unit Sales (Thousands)	SKU	Unit Sales (Thousands)	SKU	Unit Sales (Thousands)
PS3	7	1,130	9	1,350	13	1,920	-	-
Wii	9	1,420	9	1,600	11	2,810	-	-
Xbox360	11	1,480	13	1,780	13	1,300	-	-
NDS	9	1,340	9	1,590	7	340	-	-
3DS	-	-	3	360	13	620	-	-
PSP	11	1,440	13	2,030	5	710	-	-
PSV	-	-	-	-	1	10	-	-
PC	9	870	15	1,620	3	700	-	-
Catalogue	-	5,910	-	8,340	-	4,140	-	-
Total	56	13,630	71	18,710	66	12,600	-	20,000
	5							



#### **Consumer Business**

《Major Titles / Home Video Game Software》

Title	Region	Platform	Sales (Thousands units)
Mario & Sonic at the London 2012 Olympic Games™	(Europe / US)	Wii	2,390
Sonic Generations	(Japan / Europe / US)	PS3, Xbox360, PC, 3DS	1,630
HATSUNE MIKU -Project DIVA- extend	(Japan)	PSP	290

<sup>\* &</sup>quot;Mario & Sonic at the London 2012 Olympic Games<sup>TM</sup>" for 3DS will be sold from February 2012.

#### 《Major Titles/Other Game Contents》

Title	Platform	
Kingdom Conquest	Download (Charging for specific items)	iOS, Android
Ryu ga Gotoku Mobile for GREE	SNS	GREE

《Registered Users for "777 Town" / Other Game Contents 》

Title	Registered Users (in thousands)		
Sammy 777 Town	Mobile Phones	650	
777 Town.net	PC	160	

<sup>\*</sup> The contents of this material and comments made during the questions and answers etc of this briefing session are the judgment and projections of the Company's management based on currently available information. The contents involve risk and uncertainty and the actual results may differ materially from these contents / comments.