

# Fiscal Year Ending March 2006 Overview of 3<sup>rd</sup> Quarter Results

# SEGA SAMMY HOLDINGS INC.

February 8<sup>th</sup>, 2006



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**Appendix - Attached Separately** 



Fiscal Year Ending March 2006 3<sup>rd</sup> Quarter Results – Consolidated Income Statement

	Upward Revision of our Original Full Year Plan								
	FYE Ma	rch 2005	FYE March 2006						
	Results Full Year Through 3Q		Results Through 3Q	Increase Over Prior Year's Period	Prior Full Year Plan	Revised Full Year Plan	Increase Over Prior Plan		
Net Sales	399.4	515.6	420.8	5.3%	567.0	570.0	10.5%		
Operating Income	92.0	105.0	101.2	10.0%	100.0	120.5	14.7%		
Ordinary Income	90.7	104.4	101.1	11.4%	100.0	120.0	14.9%		
Net Income	46.2	50.5	63.4	37.2%	56.0	68.0	34.6%		

### [ Drivers ]

#### [3<sup>rd</sup> Quarter Results]

**Net Sales** UP 5.3% over the prior year, <u>All segments performing well.</u>

Income YTD Operating and Ordinary Income have passed JPY100 Billion, and <u>cleared our full year forecast.</u>

**3<sup>rd</sup> Quarter Net Income** Sega's business is once again healthy and helped to drive profits.

### [Revised Full Year Plan]

Reflecting the results achieved to date and our forecast for the 4<sup>th</sup> Quarter we have upwardly revised our full year estimates.



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Fiscal Year Ending March 2006 3rd Quarter Results - Consolidated Segment Information

### **Consumer Business Back in the Black, Pachinko/Pachislot and Amusement Machine Businesses Expand Profits**

	FYE Ma	rch 2005		]	FYE March 2000	6	
JPY Billions	Results Through 3Q	Full Year	Results Through 3Q	Increase/ (Decrease) Over Prior Year's Period	Prior Full Year Plan	Revised Full Year Plan	Increase/ (Decrease) Over Prior Plan
Net Sales	399.4	515.6	420.8	5.3%	567.0	570.0	10.5%
Pachinko/Pachislot	220.7	280.1	212.0	(3.9%)	284.0	280.0	0%
Amusement Machines	49.7	63.3	54.1	8.8%	68.0	75.0	18.4%
Amusement Facilities	62.2	83.1	77.8	25.0%	106.0	104.0	25.1%
Consumer Business	49.1	65.3	61.9	26.0%	85.0	90.0	37.8%
Other	17.7	23.7	14.7	(16.9%)	24.0	21.0	(11.4%)
<b>Operating Income</b>	92.0	105.0	101.2	10.0%	100.0	120.5	14.7%
Pachinko/Pachislot	88.5	103.9	82.6	(6.6%)	86.0	100.0	(3.8%)
Amusement Machines	6.4	7.4	10.5	64.0%	8.5	12.0	62.1%
Amusement Facilities	5.0	5.4	8.0	60.0%	11.0	10.0	85.1%
Consumer Business	(5.1)	(8.8)	2.2	-	(1.0)	2.5	-
Other	(0.2)	(0.5)	(0.8)	-	(0.1)	(1.5)	-



Fiscal Year Ending March 2006 3rd Quarter Results - Consolidated Balance Sheet

## **Strong Financial Footing**

						(	
	12/2005	9/2005	Change		12/2005	9/2005	Change
Current				Current Liabilities	150.7	122.3	+28.4
Assets	345.5	294.6	+50.9	Fixed Liabilities	52.9	51.9	+1.0
				Total Liabilities	203.7	174.3	+29.4
Fixed Assets	188.5	167.0	+21.5				
				Minority Interest	18.6	11.7	+6.9
Total Assets	534.0	461.7	+72.3	Shareholder's Equity	311.6	275.7	+35.9
	I	1		Total Liabilities, Minority Interest and Shareholder's Equity	534.0	461.7	+72.3

### **Topics**

Increase in Current Assets: Receivables increased with the end of year sales drive.

Intangible Fixed Assets: Adjustments made due to the consolidation of TMS entertainment

Changes in the outstanding Convertible Bond: Outstanding notes of JPY5.3 Billion as of March 2005 05/3 **Reduced** to JPY130 Million as of the end of the 3<sup>rd</sup> Quarter, and JPY 1.3 Million as of February 7<sup>th</sup> 2006.

(Units: JPY Billions)



Fiscal Year Ending March 2006 3rd Quarter Results – Pachinko/Pachislot

### Margins better than planned – The result of re-use of LCD panels and other components

		FYE Ma	rch 2005	F	FYE March 2006		
(JPY Billions)		Results Through 3Q	Full Year	Results Through 3Q	Prior Full Year Plan	Revised Full Year Plan	
		220.7	280.1	212.0	284.0	280.0	
Net Sales	Pachislot	170.5	221.0	144.2	171.8	187.0	
Thet Sales	Pachinko	37.4	44.3	60.0	94.6	83.0	
	Peripherals and Other	12.7	14.6	7.8	17.7	10.0	
Ор	erating Income	88.5	103.9	82.6	86.0	100.0	
Ор	erating Margin	40.0%	37.0%	38.9%	30.2%	35.7%	

Pachislot	* Results by Ti	tle may be found or	n Pg 3 of the Appen		Regulation Model "Ced in the Rodeo Title	
🈂 Sam	mv	1Title	2Titles	4Titles	9Titles	5Titles
- Cu		351,821Units	416,994Units	280,571Units	335,000Units	315,000Units
RODEO	1	2Titles	4Titles	1Title	7Titles	3Titles
liabad		88,231Units	165,239Units	52,778Units	140,000Units	150,000Units
Unit Supp	ly	3Titles	3Titles	4Titles	6Titles	4Titles
(* Aristocrat,	IGT)	94,700Units	94,700Units	132,105Units	105,000Units	135,000Units
Total		6Titles	9Titles	9Titles	22Titles	11Titles
Total		534,752Units	676,933Units	465,454Units	580,000Units	600,000Units



\* Results by Title may be found on Pg 3 of the Appendix

Sammy	7Titles	8Titles	6Titles	12Titles	9Titles
	201,092units	233,049units	259,272units	430,000Units	365,000Units

Pachislot Points
Major Titles Drive Sales
"Aladdin 2 Evolution": 122K Units Sold(3Q)
Total orders around 150K units
Orders of Rodeo's "Orenosora" are strong
(to be shipped in March)
Unit Supply continues to be firm
Planned Sales of New Regulation Machines
3Q:Sammy 1 Title
Full Year: Sammy - 2 Titles, Rodeo - 1 Title,
Unit Supply - 1 Title

#### **Pachinko Points**

**Revision of Sales Schedule** 

In light of the strength in the pachislot market, the capital tie-up with Ginza, and the competitive landscape we have revised our sales schedule.

Capital Tie-up with Ginza , Extablishment of Sales Subsidiary

Realization of Pachinko multi-brand development

#### **Income Drivers**

Lowered costs with re-use of LCD panels and lowered material cost

Margins are increasing as the mix of pachinko and pachislot sales changes



Fiscal Year Ending March 2006 3rd Quarter Results - Amusement Machines

# High Value Add Products Contribute to Segment Results

Will continue to contribute through the second half and beyond

	FYE Ma	rch 2005	FYE March 2006			<b>Amusement Machine Points</b>
JPY Billions	Results Through 3Q	Full Year	Results Through 3Q	ThroughPrior Full Year PlanFull Year		<b>"Star Horse 2 New Generation" selling well</b> Large medal games Star Horse 2 New Generation continues to be produced at full capacity in the second half and demand is spilling over into the next period
Sales	49.7	63.3	54.1	68.0	75.0	Aggressively putting high value-add products on the
Operating Income	6.4	7.4	10.5	8.5	12.0	market "MJ3" other net-worked games, trading card games and
Operating Margin	12.8%	11.6%	19.4%	12.5%	16.0%	others are performing well Drivors of Profitability

Results by machine may be found on Page 4 of the Appendix.

**Drivers of Profitability** 

As the market as a whole recovers, amusement machine sales are strong

"Star Horse 2 New Generation" and other high priced large machines are selling well and expanding profits



### Fiscal Year Ending March 2006 3rd Quarter Results – Amusement Facilities

## Card Business is Booming Not Temporary, the Hit Continues

	I				Kids Card Business is S	Strong					
	FYE March 2005FYE March 2006					Mushiking					
		Results		Results				Cards Sold	Installed Base		
JPY	Billions	Through	Full Year	Through	Prior Full Year Plan	Revised Full Year Plan	9 Months Ending 12/2006	157Million	2,200Units		
		3Q Tear	1 641	3Q	I cai Fiali		Total	317.0Million	11,200Units		
Net	Sales	62.2	83.1	77.8	106.0	104.0	Fashionable Witches Love	and Berry			
Ope	rating							Cards Sold	Installed Base		
Īno	come	5.0	5.4	8.0	11.0	10.0	9 Months Ending 12/2006	83.50Million	4,900Units		
-	rating	8.0%	6.4%	10.2%	10.3%	9.6%	Total	91.00Million	6,700Units		
	argin						Expanded shipments of "The Fashionable Witches Love and				
Fac	ilities	469	477	(*)472	468	472	Berry"				
	Opened	20	24	(*)14	13	16	Will be developing a maga	••			
	Closed	34	42	48	22	50	September to December (Not including facilities or		-		
	pital nditures	117	248	166	268	239	Results were 104.2% i in the prior year	in comparison with	the same period		
)From Oc	ctober 3Q resu	ults include the s	tores operated	by			Continue the Process o	f Scrap and Build			
MS Enter	tainment.			-			Opened 14 facilities, c	losed 48 facilities a	nd ended the		
oculte of	evisting facilit	ies and new busi	ness may be fo	und			period with 472 facilities				
	the Appendix		ness may be to		Driver	s of Profitability					
							High margin kids card g	ames are performin	g well		
							Recovery of existing sto	ores	-		

# Amusement Facility Points



### Fiscal Year Ending March 2006 3rd Quarter Results – Consumer Business

\* Entertainment software results may be found on Pg 6 of the Appendix

# 3Q and the Full Year Now in the Black Entertainment Software and Toy Sales Strong

		FYE Mai	rch 2005		FYE March 20	006	Consumer Business Points
JPY Billions		Results Through 3Q	Full Year	Results Through 3Q	Prior Full Year Plan	Revised Full Year Plan	<b>Moved into the Black</b> Determined to make this a profitable business from the next period onward
		49.1	65.3	61.9	85.0	90.0	
Net Sales	Entertainment Software Networks/Other		39.4 25.9	36.7 25.4	49.6 35.4	55.0 35.0	Entertainment Software In the competitive Christmas Season our titles did well Overseas: "Shadow the Hedgehog", "Football Manager",
Operating Income		(5.1)	(8.8)	2.2	(1.0)	2.5	"Condemned"
Operat	ing Margin	-	-	3.5%	- %	2.7%	Domestic: "Ryugagotoku", "Mushiking"
Game		9.19	11.79	11.47	15.37	16.5	Japan : 3.19M units, US : 3.95M, Europe : 4.33M
Software Sales	Japan and Asia	2.81	3.38	3.19	4.83	4.4	Networks and Other
(millions)	America	( 20	4.53	3.95	4.75	5.9	"HOMESTAR", "idog" and other products of Sega Toys sell
	Europe	6.38	3.87	4.33	5.79	6.2	well China online game: Licensing contract with Chinese
R&D	R&D Expense		21.7	11.9	21.3	18.5	Company
	ense as a % of usiness Net Sales	30.7%	33.2%	<b>19.2%</b>	25.0%	20.5%	TMS Entertainment made a subsidiary Sammy Networks is late to market with its content
							Drivers of Droffta kility

Drivers of Profitability

Strong domestic and overseas Christmas sales

With the delay of the online business development and marketing costs are pushed out

### Fiscal Year Ending March 2006 3rd Quarter Results – Subsidiaries

# Losses are less than forecast Each business has rising profitability

Segment	Cons	umer	Consumer				
	<b>a</b> Sammy	<b>y NetWorks</b>	· · · · · ·	GA YS			
JPY Billions	Results Through 3Q	Full Year Plan	Results Through 3Q	Full Year Plan			
Net Sales	6.0	8.1	11.9	13.5			
Operating Income	1.5	2.0	1.1	1.1			
Net Income	0.8	1.2	0.7	0.6			

Segment	Amusement Facilities Consumer		Other	
			Inter Life	
JPY Billions	Results Through 3Q	Full Year Plan	Results Through 3Q	Full Year Plan
Net Sales	11.2	16.3	12.1	16.5
Operating Income	1.1	1.8	(0.3)	(0.4)
Net Income	0.7	1.1	(0.3)	(0.4)

### **Subsidiaries Points**

#### Sammy NetWorks

Results were below expectations

Target subscribers for PC online game service "777town.net" not met

New Service "muPass" dissemination is delayed

#### **SEGA TOYS**

Revised full year plan up when they released 3Q results Christmas sales were good

#### **TMS Entertainment**

Rising sales, declining profit

Full year forecast is unchanged since mid term results

#### NISSHO INTER LIFE

Results revised downward Construction orders fall



# Disclaimer

The contents in 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 the currently available information.

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