

# Fiscal Year 2008 Interim Results

November 12, 2007 Sega Sammy Holdings Inc

[Disclaimer]

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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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# Highlights

Net Sales • Profits

Nets Sales: 231.0 Billion Yen Operating Loss: 4.3 Billion Yen Interim Net Loss: 20.2 Billion Yen Decreased sales and profits from prior year

Segment Overviews

Pachinko Pachislot	: Net sales and profit lag with an increased proportion of rental and slow approvals in Pachislot and the delay of new title releases in Pachinko
Amusement Machines	: While sales and profits were lower compared with the prior years period which had been impacted by the introduction of large scale machines, sales of machines introduced in the last fiscal year held up well
Amusement Facilities	: Same store sales lower than the prior year
	Kids card game "Dinosaur King" sells well, but results below prior year
Consumer Business	: Unit sales overseas ahead of last years results, but below plan. Domestic unit sales below both last year's levels and forecasts. R&D up compared to last year due to global buildout.

## **SEGA-SAMMY** Consolidated Income Statement (Condensed)

	FY 2007	FY 2008				
JPY Billion	Interim Results	Interim Results Year over Year		Revised Forecast 10/5	Initial Forecast	
Net Sales	283.5	231.0	-18.5%	230.0	310.0	
Operating Income	62.9	-4.3	-	-7.0	14.0	
Ordinary Income	66.0	-3.9	-	-6.5	13.0	
Net Income	37.9	-20.2	_	-21.5	-5.0	

Net Assets per Share(Yen)	1,362.68	1,196.21	-	-	-
EPS (Yen)	150.80	-80.44	-	-	-19.85

# Consolidated Balance Sheets (Condensed)

Assets				Liabiliti	es and N	let Asse	ts
Account	Prior <sup>1</sup>	Current <sup>2</sup>	Change	Account	Prior <sup>1</sup>	Current <sup>2</sup>	Change
Cash and Equivalents	146.6	136.5	(10.0)	Payables	71.4	71.2	(0.2)
Receivables	83.4	65.4	(18.0)	Short Term Loans	29.2	28.4	(0.7)
Marketable Securities	0.9	1.9	0.9	Other	52.3	60.4	8.1
Inventories	40.1	40.4	0.3				
Other	40.9	46.6	5.6	Total Current Liabilities	153.0	160.1	7.1
				Corporate Bonds	15.6	10.2	(5.4)
Total Current Assets	312.1	291.0	(21.0)	Long Term Debt	1.1	3.3	2.2
Tangible Fixed Assets	111.8	112.1	0.2		21.2	20.9	(0.3)
Intangible Fixed Assets	25.2	21.7	(3.5)				
	63.4	49.0	(14.4)	Long Term Liabilities	38.0	34.4	(3.5)
Investment Securitie	00.4	43.0	(14.4)	Total Liabilities	191.0	194.6	3.5
Other	37.1	42.3	5.2	Shareholder's Equity	348.5	319.8	(28.6)
				Valuation and Translation Adjustments	(10.4)	(18.5)	(8.0)
				Warrants	0.4	0.8	0.3
				Minority Interest	20.3	19.6	(0.7)
Total Fixed Assets	237.7	225.3	(124.0)	Net Assets	358.8	321.8	(37.0)
Total Assets	549.9	516.4		Total Not Assots and Liabilities	549.9	516.4	(33.4)

#### Topics

■ Total Assets shrink by 33.4 billion Yen due to decrease in receivables and investment securities

Net Assets decrease by 37.0 billion Yen due to interim net loss and dividends paid

 <sup>1</sup> as of March 31, 2007
 <sup>2</sup> as of September 30, 2007

# **Consolidated Cash Flows**

(JPY Billions)	End FY 2007	End FY 2008 Interim
Cash Flows from Operations	60.6	8.2
Cash Flows from Investing	-75.3	-10.1
Cash Flows from Financing	-1.7	-7.5
Exchange Rate Effects on Cash and Cash Equivalents	0.7	-0.0
Change in Cash and Cash Equivalents	-15.7	-9.5
Beginning Cash and Cash Equivalents	160.0	144.8
Change in Cash and Cash Equivalents from Newly Consolidated Subsidiaries	0.5	0.0
Change in Cash and Cash Equivalents due to Merger	-	-0.1
Endings Cash and Cash Equivalents	144.8	135.2

#### **Topics**

[Major Impacting Factors]

Operating Cash Flow: Pre-tax loss of 8.5 billion Yen, shrink in receivables of 18.1 billion Yen, payment of corporate tax of 12.1 billion Yen and tax reimbursement of 6.3 billion Yen

Cash Flow from Investments: Acquisition of 14.4 billion Yen in tangible assets, distributions from investment partnerships of 5.8 billion Yen

Cash Flow from Financing: Payment of dividend of 7.5 billion Yen

# Results by Segment

		FY 2007	FY 2008			
	(JPY Billions)		Interim	Results	Revised	Initial Forecast
				Year over Year	Forecast 10/5	
	Net Sales	283.5	231.0	-18.5%	230.0	310.0
[	Pachinko Pachislot	145.0	99.7	-31.2%	_	168.0
	Amusement Machines	34.6	34.3	-0.8%	-	34.5
Breakout	Amusement Facilities	53.5	47.9	-10.4%	-	52.0
	Consumer	40.7	41.2	+1.2%	-	46.5
	Other	9.6	7.7	-19.7%	-	9.0
Op	erating Income	62.9	-4.3	-	-7.0	14.0
[	Pachinko Pachislot	63.7	12.1	-80.9%	-	36.9
	Amusement Machines	6.6	1.8	-71.5%	-	0.2
Drookout	Amusement Facilities	2.9	-2.2	-	-	-2.4
Breakout	Consumer	-6.7	-12.5	-	-	-15.6
	Other	-0.4	-0.2	-	-	-0.4
	Pachinko Pachislot	-3.2	-3.4	_	_	-4.7

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# Segment Breakout: Pachinko Pachislot

	FY 2007	FY 2008		
(JPY Billions)	Interim Results	Interim Results Year over Year		Initial Forecast
Net Sales	145.0	99.7	-31.2%	168.0
Pachislot (Rental Portion)	123.4 (1.5)	78.8 (17.9)	-36.1% (+1047.0%)	132.0 (10.5)
Pachinko	16.1	14.1	-12.4%	29.1
Peripherals and Other	5.5	6.8	+23.6%	6.9
Operating Income	63.7	12.1	-80.9%	36.9
Operating Margin	43.9%	12.1%	–31.8 points	21.9%

	Summary of Interim Results					
Pachislot	<ul> <li>■We continued to aggressively develop titles which led to delays in approvals, particularly in the Sammy Brand</li> <li>⇒Titles and units down relative to prior year</li> <li>■Shipments of "Pachislot Hokuto no Ken 2" fall short of 120k, rental rate at 58%</li> <li>⇒With the increased impact of rental, units prices fell</li> <li>■Subsidiary brands perform well</li> <li>⇒Ginza "Ring ni Kakero1" and "Pachislot Urusei Yatsura"</li> <li>⇒RODEO "Devil May Cry 3"</li> </ul>					
Pachinko	<ul> <li>■Strong sales of "Sakura Taisen"</li> <li>■1 title slips into second half in order to increase quality</li> <li>⇒Sales were below last year's results and plan</li> </ul>					

## Segment Breakout: Pachinko Pachislot

## Shipment Data: Pachislot

	FY 2007	FY 2008		
Brand	Interim Results	Interim Results	Initial Interim Forecasts	
Sammy	2 titles	5 titles	4 titles	
	333,119 units	147,819 units	255,000 units	
RODEO	1 title	3 titles	4 titles	
habda	24,480 units	58,336 units	93,000 units	
	-	2 titles	3 titles	
	-	76,166 units	63,000 units	
Unit Supply	2 titles	6 titles	10 titles	
Unit Supply	3,003 units	28,175 units	75,000 units	
Total	5 titles	16 titles	21 titles	
Total (Rental Units)	360,602 units	310,496 units	486,000 units	
	(13,125 units)	(109,342 units)	(51,000 units)	

## Shipment Data: Pachinko

	FY 2007	FY 2008		
	Interim Results	Interim Results Forecast		
Sammy	5 titles	1 title	3 titles	
Janniny	64,086 units	51,931 units	102,000 units	
	2 titles	1 title	2 titles	
	17,124 units	4,710 units	25,000 units	
Total	7 titles	2 titles	5 titles	
Total	81,210 units	56,641 units	127,000 units	

### Major Pachislot Titles

Brand	Title	Sales	Sold From
1) Commu	Pachislot Hokuto no Ken 2	116,583 units	July
🍓 Sammy	Disk Up Alternative	15,491 units	June
RODEO	Devil May Cry 3	48,723 units	June
	Pachislot Urusei Yatsura	27,538 units	May
GINZA	Ring ni Kakero 1	46,698 units	Prior Period
Unit Supply		28,175 units	_

\* The number of titles refers to the number of titles that began sales within the period

\* Unit supply refers to the supply of units to other companies

## Major Pachinko Titles

Brand	Title	Sales	Sold From
<mark>ə</mark> Sammy	CR Aladdin Destiny	7,347 units	Prior Period
GINZA	CR Sakura Taisen	41,361 units	August

\* The number of titles refers to the number of titles that began sales within the period

	FY 2007	FY 2008			
	Interim Results	Interim Results		Initial Interim Forecast	
(JPY Billions)			Year over Year		
Net Sales	34.6	34.3	-0.8%	34.5	
Domestic	31.4	28.0	-10.8%	27.5	
Overseas	3.1	6.3	+103.2%	7.0	
Operating Income	6.6	1.8	-71.5%	0.2	
Operating Margin	19.0%	5.2%	-13.8 points	0.5%	

## Interim Highlights

While a lack of introduction of new titles led to lower sales and profits, titles from prior period continue to sell well

⇒ "to Amigyo" "Star Horse 2 Second Fusion" "Sangokushi Taisen 2" "Initial D ARCADE STAGE 4"

Prize business below comparable period

■ Results in the overseas business above the prior year period, but failed to meet expectations due to poor results in prize related businesses and the "UFO catcher" series

## Major Products

Major Titles FY 2008 Interim Period	Sales Results
Sangokushi Taisen 2	Body: 166 Units Satellite: 664
Star Horse 2 Second Fusion	Body: 62 Units Satellite: 694 Units
to Amigyo	CVT KIT: 672 Units Full Kit: 89 Units
Initial D ARCADE STAGE 4	Satellite: 848 Units



# Segment Breakout: Amusement Facilities

	FY 2007	FY 2008			
		Interim R	lesults		
(JPY Billions)	Interim Results		Year over Year	Initial Forecast	
Net Sales	53.5	47.9	-10.4%	52.0	
(Overseas)	4.3	6.1	+41.9%	6.1	
Operating Income	2.9	-2.2	-	-2.4	
Operating Margin	5.4%	-	-	-	
Existing Store Sales	+0.2%	-11.0%	-11.2 points	-3.5%	
Domestic Facilities	463	433	30 store reduction	431	
Facilities Opened	10	6	-	13	
Facilities Closed	9	22	-	31	
Segment Depreciation	8.2	7.7	-6.0%	5.8	
Segment Cap-ex	11.8	8.7	-26.2%	8.0	

## Interim Results

■ Same store sales comps:-11.0%

⇒Below interim plan of -3.5%

Kids Cards slightly below plan with 47 million cards shipped (prior year comparable period 137 Million)

 $\Rightarrow$  "Dinosaur King" performs well due to favorable media mix

"Love and Berry" below prior year period's results and initial plan

Certain costs (related to the Minato Mirai project) were not realized in the period thereby leading to an operating loss was in line with plan



## [Memo]



# Segment Breakout: Consumer Business

	FY 2007	FY 2008		
		Interim R		
(JPY Billions)	Interim Results		Year over Year	Initial Forecast
Net Sales	40.7	41.2	+1.2%	46.5
Entertainment Software	20.8	19.7	-5.3%	23.1
Network/Other	19.9	21.5	+8.0%	23.4
Operating Income	-6.7	-12.5	-	-15.6
Operating Margin	-	-	-	-
Segment R&D	11.7	16.4	+40.1%	21.6
Sales in Units (thousands)	5750	4910	-14.6%	6340

## **Interim Results**

Domestic video game software below prior year's results and initial plan

Overseas sales of video games above prior year's totals, but below plan

R&D costs rise by JPY 4.7 billion as the build out of a global R&D system continues

 $\Rightarrow$ However, some of these expenses were deferred and as a result the interim loss was less than plan

# Segment Breakout: Consumer Business

Sales Results

SEGA-SAMMY

		F	Y 2007		FY	2008					
		Interi	m Results	Interir	n Results	Initi	al Plan	Region	Platform	FY 2008 Interim Period	Unit Sales
<b>Region Breakout</b>		Titles	Units Sold	Titles	Units Sold	Titles	Units Sold	Region		Major Releases	Sales
	Japan	28	1800	14	930	14	1650		NDS/Wii/ PSP/PS2	Puyo Puyo	161.5
Breakout	US	11	2360	7	1720	13	2070		PS2	Shining Wind	141.9
	Europe	14	1590	11	2270	12	2620	Japan	NDS	Mushiking Super Collection	95.1
То	tal	53	5750	32	4910	39	6340	-	NDS	Sonic Rush Adventure	144.3
		F	Y 2007		FY	2008					144.5
			m Results	Interin	n Results		al Plan		NDS	Super Monkey Ball Touch & Roll	143.4
<b>Platform</b>	Breakout	Titles	Units Sold	Titles	Units Sold	Titles	Units Sold	TIC	PS2/Xbox/ GC/PC		129.2
	PS2	20	1450	б	250	4	540	US		Sonic Mega Collection	138.3
	GC	2	140	0	0	0	0		PS3/ Xbox360/		
	XBox	1	10	0	0	0	0		PC/PSP	Sega Rally Revo	646.0
	PS3	0	0	1	210	2	330	Europe	NDS	Sonic Rush Adventure	234.8
	Wii	0	0	4	180	4	410		PC	Medieval 2: Total War Kingdom Expansion Pack	174.4
Breakout	Xbox360	6	430	1	210	6	680			Kingdom Expansion Fack	1/4.4
	NDS	5	280	10	650	10	1130	* Sales	units in thou	sands	
	PSP	12	680	7	460	8	770				
	GBA	0	0	0	0	0	0				
	PC	7	270	3	350	5	390				
	Catalogue	-	2480	0	2600	-	2090				
То	tal	53	5750	32	4910	39	6340				



# Listed Subsidiaries Interim Results

Sammy NetWorks



# Listed Subsidiary Results

#### Sammy NetWorks

	FY 2007	FY 2008				
(JPY Billions)	Interim Results	Interim Results Year over Year		Initial Forecast		
Net Sales	4.48	5.53	+23.4%	5.67		
Operating Income	1.18	0.64	-45.6%	0.87		
Operating Margin	26.3%	11.6%	-14.7 points	15.3%		

### Sammy Networks

■Domestic Content: Test marketing of online Mahjong game "777 Town Mahjong", partner with KDDI for introduction of new service using mupass "mobapuri"

■ Overseas business : Withdrawal from China business, incurred a loss

■ Sales reached initial targets, but with increased burden from depreciation of goodwill the overseas business expanded its losses

#### SEGA TUYS

	FY 2007	FY 2008				
(JPY Billions)	Interim Results	Interim	<b>Results</b> Year over Year	Initial Forecast		
Net Sales	7.82	7.94	+1.5%	7.50		
Operating Income	0.28	-0.32	-	-0.18		
Operating Margin	3.6%	-	-	-		

## SEGA TOYS

With an adjustment to the distribution inventory for the "Beena" series and TV games, results fell significantly compared to the prior year

■ Sales of adult oriented entertainment such as "Grand Pianist" continued to be strong

■ "Dinosaur King D Kids Adventure" a product for which the toy was developed in conjunction with the animation is going well

Started introducing "Bakugan" globally

■ Sales of remote control products by subsidiary Taiyo go well



# Listed Subsidiary Results

# -îms

	FY 2007	FY 2008				
(JPY Billions)	Interim Results	Interim Results Year over Year		Initial Forecast		
Net Sales	6.58	7.35	+11.6%	7.68		
Operating Income	0.69	0.43	-38.3%	0.56		
Operating Margin	10.4%	5.9%	-4.5 points	7.3%		

## **TMS Entertainment**

■ Recorded an increase in sales and decrease in profits compared to the prior year's period

Compared to the prior year's period productions were up leading to the overall rise in revenues, but with high margin sales weak overall profits fell

Due to the addition of new facilities in the second half of the prior year and improvement efforts net sales and operating profits rose in the amusement business N InterLife

	FY 2007	FY 2008				
(JPY Billions)	Interim Results	Interim Results Year over Year		Initial Forecast		
Net Sales	7.96	6.22	-21.8%	7.52		
Operating Income	-0.37	-0.14	_	0.01		
Operating Margin	-	_	_	0.1%		

### Nissho Interlife

Specialized Construction

Renovation of department stores continued at a firm pace and will continue into the second half

Gross profits didn't hit targets, but net sales and operating profit beat plans

Comprehensive Construction

With selective ordering and delay of store openings net sales fell

Gross margins improved, but operating losses were incurred

Increase of gross margins with the completion of a large amusement facility



# **Full Year Forecast**

## Management Strategy to Resolve Business Issues

## Sales lag in Pachinko

# Lack of internal analysis and immature development process

Too much focus on top line leads to

excessive forecasts

Lack of research into the R&D process

## Losses in the Amusement Facilities Business

Falling revenues at existing stores

Low profit at new facilities

# Failure to achieve same operating margins as competitors

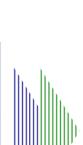
Issue

Issue

Issue

Poor domestic software sales
■ Title strategy lacks clarity

**R&D** Costs at a high level



## Structure to Guarantee Hits

■ Refine sales expectations based on specs, character content and market environment

■ Strengthen the development group, have all important areas of development review strictly reviewed for quality including the use of external review

## Accelerate Portfolio Review

■ Based on potential and profitability ratings, it has been determined to close or sell of almost 100 of the poorest performing facilities

Thorough scrap and build process with a focus on optimizing the facility portfolio

## Review R&D and Sales Strategy



Confirm main titles and appropriately allocate R&D and marketing resources

■Based on the lineup strategy, establish R&D strategy and structure (internal vs. external development)



# Full Year Forecast

	FY 2007			FY 2008						
	Interim	Full Year	Interim	Revised Full Year Plan		Initial Forecast				
(JPY Billions)	Results	Results Results	Results	Results	Kesuits	Kesuits	Kesuits		YOY Change	
Net Sales	283.5	528.2	231.0	540.0	+2.2%	670.0				
Operating Income	62.9	76.5	-4.3	20.0	-73.9%	70.0				
Ordinary Income	66.0	81.2	-3.9	20.0	-75.4%	67.0				
Net Income	37.9	43.4	-20.2	1.0	-97.7%	35.0				
Net Assets Per Share	1,362.68	1,341.80	1,196.21	-	-	_				
EPS (Yen)	150.80	172.47	-80.44	3.97	-	138.92				

# Segment Forecast

		FY 2	2007		FY 2008			
		Interim Results	Full Year	Interim Results	Revised Year For	ecast	Initial Forecast	
(JPY Billions)		Results	Results	Kesuits		YOY Change	Porceast	
	Net Sales	283.5	528.2	231.0	540.0	+2.2%	670.0	
	Pachinko Pachislot	145.0	211.5	99.7	208.0	-1.6%	303.0	
	Amusement Machines	34.6	75.4	34.3	76.0	+0.8%	82.5	
Breakout	<b>Amusement Facilities</b>	53.5	103.8	47.9	95.0	-8.5%	110.5	
	Consumer	40.7	119.5	41.2	143.0	+19.7%	156.0	
	Other	9.6	17.8	7.7	18.0	+1.1%	18.0	
OI	perating Profit	62.9	76.5	-4.3	20.0	-73.9%	70.0	
	Pachinko Pachislot	63.7	71.1	12.1	33.0	-53.6%	66.3	
	Amusement Machines	6.6	11.6	1.8	6.5	-44.0%	9.2	
Drookout	Amusement Facilities	2.9	0.1	-2.2	-11.0	-	-1.0	
Breakout	Consumer	-6.7	1.7	-12.5	-2.0	-	4.4	
	Other	-0.4	-1.3	-0.2	0.0	-	-0.4	
	Eliminations	-3.2	-6.7	-3.4	-6.5	-	-8.5	



## [Memo]

Pachislot

## Segment Forecast:Pachinko Pachislot

	FY	2007	FY 2008					
	<b>.</b>		<b>.</b>	Revised 1 Fore	Full Year ecast			
(JPY Billions)	Interim Results	Full Year Results	Interim Results		YOY Change	Initial Full Year Forecast		
Net Sales	145.0	211.5	99.7	208.0	-1.6%	303.0		
Pachislot (Rental Portion)	123.4 (1.5)	173.7 (5.9)	78.8 (17.9)	147.8 ( 29.9)	-14.9% (+404.8%)	186.6 (22.4)		
Pachinko	16.1	28.3	14.1	43.1	+52.3%	100.1		
Peripherals, Other	5.5	9.5	6.8	17.1	+80.0%	16.3		
Operating Profit	63.7	71.1	12.1	33.0	-53.6%	66.3		
Operating Margin	43.9%	33.6%	12.1%	15.9%	-17.7 points	21.8%		

#### **Overview of Full Year Forecast**

Unit sales forecast reviewed

- ⇒Incorporated approval situation, first half results, and market environment
- Support plan for the new reg changeover is over
- ⇒From November on machines will be return to being introduced under old pricing and rental schemes
- Continue partnership with Taiyo Elec
  - ⇒Sammy's sales network to sell Taiyo's product "Densetsu no Miko"
- Pachinko Delay major titles to next Fiscal Year
  - $\Rightarrow$ Revised full year figures
  - Continue to revise and refine the R&D process as was begun in the last fiscal year

## Segment Forecast: Pachinko Pachislot

### Sales Results: Pachislot

	FY	2007		FY 2008	
Brand	Interim Results	Full Year Results	Interim Results	Revised Full Year Forecast	Initial Full Year Forecast
Sammy	2 titles	5 titles	5 titles	7 titles	8 titles
Janniny	333,119units	426,159 units	147,819 units	218,000 units	335,000 units
חחחחח	1 title	3 titles	3 titles	6 titles	7 titles
RODED	24,480units	43,905 units	58,336 units	138,000 units	128,000 units
	-	2 titles	2 titles	5 titles	6 titles
GINZA	-	19,922 units	76,166 units	116,000 units	103,000 units
Ure 4 Commenter	2 titles	7 titles	6 titles	11 titles	12 titles
Unit Supply	3,003 units	33,436 units	28,175 units	48,000 units	95,000 units
	5 titles	17 titles	16 titles	29 titles	33 titles
Total (Rental Portion)	360,602 units	523,422 units	310,496 units	520,000 units	661,000 units
	( 13,125 units)	(26,487 units)	(109,342 units)	(131,000 units)	(88,000 units)

\*The number of titles refers to the number of titles that began sales within the period \*Unit supply refers to the supply of units to other companies

## Sales Results: Pachinko

	FY	2007	FY 2008				
Brand	Interim Results	Full Year Results	Interim Results	Revised Full Year Forecast	Initial Full Year Forecast		
Sammy	5 titles	11 titles	1 title	5 titles	8 titles		
	64,086 units	108,568 units	51,931 units	145,500 units	322,000 units		
	2 titles	4 titles	1 title	2 titles	4 titles		
GINZA	17,124 units	24,413 units	4,710 units	34,500 units	65,000 units		
Total	7 titles	15 titles	2 titles	7 titles	12 titles		
	81,210 units	132,981 units	56,641 units	180,000 units	387,000 units		

\*The number of titles refers to the number of titles that began sales within the period

## Segment Forecast: Amusement Machines

	FY 2007		FY 2008					
	Interim	Full Year	Interim	Revised Fu Foreca				
(JPY Billions)	Results	Results	Results		YOY Change	Initial Full Year Forecast		
Net Sales	34.6	75.4	34.3	76.0	+0.8%	82.5		
Domestic	31.4	65.7	28.0	61.7	-6.1%	67.5		
Overseas	3.1	9.7	6.3	14.2	+46.4%	15.0		
Operating Income	6.6	11.6	1.8	6.5	-44.0%	9.2		
Operating Margin	19.0%	15.4%	5.2%	8.6%	-6.8 points	11.1%		

### **Overview of Full Year Forecast**

From the end of the year sequentially bring new versions of hit titles to market

"StarHorse THIRD EVOLUTION," "Quest of D The Battle Kingdom,"

"Sangokushi Taisen 3"

 $\Rightarrow$  We expect these introductions to also raise utilization at facilities

■Overseas Business: Priorities will be selected by market, and a value chain consisting of development, manufacture and sale will be established.

# Segment Forecast: Amusement Facilities

	FY 2	2007		FY	2008	
	Interim	Full Year	Interim	Revised Fu Foreca		
(JPY Billions)	Results	Results	Results		YOY Change	Initial Full Year Forecast
Net Sales	53.5	103.8	47.9	95.0	-8.5%	110.5
(Overseas Portion)	4.3	9.8	6.1	11.7	+19.4%	13.1
Operating Income	2.9	0.1	-2.2	-11.0	-	-1.0
Operating Margin	5.4%	0.1%	-	-	-	-
Same Store Sales	+0.2%	-4.2%	-11.0%	-8.3%	-4.1 points	+2.1%
Domestic Facilities	463	449	433	371	-78 stores	435
Stores Opened	10	18	6	11	-	26
Stores Closed	9	31	22	89	-	40
Amusement Facilities Depreciation	8.2	18.0	7.7	17.6	-2.2%	14.3
Amusement Facilities Cap-ex	11.8	18.1	8.7	17.0	-6.1%	18.2

### **Overview of Full Year Forecast**

■ Sega existing store sales are forecast to be a -8.0% comp for the year

Look to aggressively introduce new titles in the kids card game business

Accelerate the review of facilities, enhance policies to return to profitability

•Based on potential and profitability ratings, it has been determined to close or sell almost 100 of the poorest performing facilities

•Scrap and build to optimize facility portfolio

•Clarify standards for opening new stores

Plans for Minato Mirai are being developed currently

# Segment Forecast:Consumer

Γ		FY	2007	FY 2008					
		Turtouting	Full Year	Interim	Revised F Forec				
	(JPY Billions)	Interim Results	run Year Results	Interim Results		YOY Change	Initial Full Year Forecast		
	Net Sales	40.7	119.5	41.2	143.0	+19.7%	156.0		
	Entertainment Software	20.8	76.1	19.7	93.3	+22.6%	102.1		
	Network/Other	19.9	43.4	21.5	49.9	+15.0%	53.9		
	Operating Income	-6.7	1.7	-12.5	-2.0	-	4.4		
	Operating Margin	-	1.4%	-	-	-	2.8%		
	Consumer R&D Expense	11.7	26.6	16.4	37.7	+41.7%	38.4		
	Software unit sales (thousands)	5,750	21,270	4,910	25,570	+20.2%	28,000		

## **Overview of Full Year Forecast**

■ Deliver an impressive lineup of titles for the Christmas season

"Mario and Sonic at the Olympic Games (US, Europe), "The Golden Compass" (Japan, US, Europe) "Ryu ga Gotoku Kenzan! (Japan)

Re-establish our lineup strategy for the coming year and concurrently review allocation of resources



# Segment Forecast: Consumer

### Game Software Sales and Forecasts

Oan			cs and r	orceas	15	*Sales units in thousands					
			FY	2007					FY 2008		
		Interim Results		Full Year Results		Interi	m Results	Revised Full	Year Forecast	Initial Full Year Forecast	
		Titles	Units Sold	Titles	Units Sold	Titles	Units Sold	Titles	Unit Sales	Titles	Unit Sales
	Japan	28	1,800	57	5,860	14	930	37	2,970	39	5,270
Breakdown	US	11	2,360	39	8,230	7	1,720	44	11,910	43	10,940
	Europe	14	1,590	44	7,180	11	2,270	47	10,700	47	11,790
Total		53	5,750	140	21,270	32	4,910	128	25,570	129	28,000
			FY	2007					FY 2008		
		Interi	m Results	Full Ye	ar Results	Interi	Interim Results Revised Full Year Forecast		Year Forecast	Initial Full Year Forecast	
		Titles	Units Sold	Titles	Units Sold	Titles	Units Sold	Titles	Unit Sales	Titles	Unit Sales
	PS2	20	1,450	35	3,160	6	250	9	1,680	9	1,650
	GC	2	140	2	150	0	0	0	0	0	0
	XBox	1	10	0	10	0	0	0	0	0	0
	PS3	0	0	14	1,640	1	210	18	2,790	19	3,910
	Wii	0	0	7	1,420	4	180	25	4,420	23	4,580
Breakdown	Xbox360	6	430	18	1,820	1	210	22	3,490	20	3,800
	NDS	5	280	13	2,380	10	650	22	4,050	26	5,360
	PSP	12	680	28	2,100	7	460	14	1,430	14	1,740
	GBA	0	0	3	380	0	0	0	0	0	0
	РС	7	270	20	2,010	3	350	18	2,300	18	2,460
	Catalogue	-	2,480	-	6,190	0	2,600	0	5,430	-	4,520
Tota	al	53	5,750	140	21,270	32	4,910	128	25,570	129	28,000



# Listed Subsidiaries Full Year Forecasts

Sammy NetWorks



# Listed Subsidiaries

### Sammy NetWorks

	FY	2007	FY 2008			
	Interim Full Year		Interim	Full Year Forecast		
(Consolidated: JPY Billion)	Result	Result	Result		YOY Change	
Net Sales	4.48	10.62	5.53	11.73	+10.4%	
Operating Income	1.18	2.52	0.64	2.03	-19.3%	
Operating Margin	26.3%	23.7%	11.6 <b>%</b>	17.3%	-6.4 points	

## Sammy NetWorks

Domestic Business:

 Introduce Pachinko/Pachislot advance distribution and other new services

•Begin a new cooperative process with KDDI and Japan Post using muPass – "EZ Keitai Post"

•Realize "Yosou Net" on mobile devices

■Focus on 3 main businesses (AM online, muPass, point media) and deliver 10.4% revenue growth

#### SEGA TUYS

	FY	2007	FY 2008			
	Interim	Full Year	Interim	Full Year Forecast		
(Consolidated: JPY Billion)	Result Result		Result		YOY Change	
Net Sales	7.82	15.20	7.94	17.50	+15.1%	
Operating Income	0.28	0.33	-0.32	0.30	-9.1%	
Operating Margin	3.6%	2.1%	_	1.7%	-0.4 points	

### **SEGA TOYS**

■Brand adult oriented products like "Grand Pianist" and "Tokyo Tower 2007" as "IPPINmono", increase number of items and specialized retail areas, create steady selling products.

- Continue to develop Sega Sammy Group Toys
- "Dinosaur King D Kids Adventure"
- "Bakugan" full global development: In addition to Canada, Korea, Taiwan develop for the US and European markets

\*Forecasts as of revision announced 10/31/2007

\*Forecasts as of revision announced 7/25/2007



# Listed Subsidiaries



	FY	2007	FY 2008			
	Interim Full Year		Interim	Full Year Forecast		
(Consolidated: JPY Billion)	Result	Result	Result		YOY Change	
Net Sales	6.58	15.59	7.35	16.23	+4.1%	
Operating Income	0.69	1.60	0.43	1.66	+3.6%	
Operating Margin	10.4%	10.3%	5.9%	10.2%	-0.1 point	

### **TMS Entertainment**

Forecasting overall sales and profit rise for the full year

Less revenues derived from sales are projected in the animation business and therefore profits are forecast to fall

Compared to last year we aim to keep maintain profitability in the Amusement business, and make a marked recovery in profits 📈 Inter Life

	FY	2007	FY 2008			
	Interim Full Yea		Interim	Full Year Forecast		
(Non- Consolidated: JPY Billion)	Result	Result	Result		YOY Change	
Net Sales	7.96	14.89	6.22	15.30	+2.8%	
Operating Income	-0.37	-0.46	-0.14	0.06	—	
Operating Margin	_	-	_	0.4%	_	

### Nissho Interlife

Specialized Construction

Focus on restoring profitability through thorough field management

### Comprehensive Construction

With the large amount of remodeling demand expected in the second half, aim to collect large amount of orders

<sup>\*</sup>Forecasts as of revision announced 11/2/2007



# Appendix

## 

# Company Overview

Company Name	Sega Sammy Holdings, Inc.	Chairman President and Representative Director (CEO)	Hajime Satomi
Head Office	Shiodome Sumitomo Building, 1-9-2 Higashi Shimbashi, Minato-ku, Tokyo 105-0021, Japan	Executive Vice President and Representative Director	Keishi Nakayama
Established Capital	October 1, 2004 29.9billion	Vice Chairman and Director	Hisao Oguchi
Listing	Tokyo Stock Exchange 1 <sup>st</sup> Section (6460)	Senior Managing Director	Tadashi Ishida
Number of Shares Outstanding	283,229,476 shares	Director Director	Toru Katamoto Akio Kioi
Outstanuling		Director	Yuji Iwanaga

	Major Shareholders	Equity Shares	% Voting
1	Hajime Satomi	43,569,338	17.29%
2	Sega Sammy Holdings	31,286,305	-
3	Mellon Bank, NA Treaty Clients Omnibus	16,418,122	6.52%
4	Hero and Company	16,009,549	6.35%
5	State Street Bank and Trust Company	15,299,335	6.07%
6	FSC Co., Ltd.	14,172,840	5.63%
7	The Chase Manhattan Bank, N.A. London	11,039,880	4.38%
8	Morgan Stanley and Company Inc	5,795,987	2.30%
9	The Master Trust Bank of Japan, Ltd. (As Trustee)	5,506,500	2.19%
10	JP Morgan Chase Oppenheimer Funds JASDEC Account	2,862,800	1.14%

Shareholder Data									
Туре	% of Shares	% by Number of Shareholders							
Financial Institutions	8.52%	0.07%							
Securities Companies	1.56%	0.07%							
Other Companies	7.33%	0.82%							
Foreign Institutions and Individuals	37.22%	0.45%							
Japanese Individuals and Other	34.32%	98.59%							
Treasury stock	11.05%	0.00%							

Shareholders	
	102,643

Data as of September 30th, 2007

Subsidiary	Listed on:	Main operations	Shares held by the Company (Percentage of voting rights)
Sammy NetWorks Co., Ltd.	TSE Mothers Securities code: 3745	<pre><u><consumer></consumer></u> Distribution of music related content and game related content through mobile phones and the Internet.</pre>	24,804 shares (56.3%)
SEGA TOYS, LTD.	JASDAQ Securities code: 7842	<u><consumer></consumer></u> Design, development and sales of toys	11,250,000 shares (52.4%)
TMS Entertainment ltd.	NSE 2 <sup>nd</sup> Section Securities code: 3585	<u><consumer< u="">. <u>Amusement Facilities</u>&gt; Planning, production, sales and export of animation films, and amusement businesses</consumer<></u>	23,549,000 shares (55.5%)
NISSHO INTER LIFE CO., LTD.	JASDAQ Securities code: 1986	<u><b>≺Other&gt;</b></u> Planning, design, management and construction of displays and commercial facilities	7,714,400 shares (51.3%)

Data as of September 30th, 2007

	FY2	2007	FY 2008				
JPY Billions	Interim Results	Full Year Results	Interim Results	Revised Full Year Forecast	Initial Full Year Forecast		
R&D	23.0	52.1	29.8	64.8	67.3		
Capex	23.7	36.6	(*1) 35.0	(*1) 54.2	30.7		
Depreciation	11.5	28.0	(*2) 29.6	(*2) 52.1	20.8		
Advertising	10.2	22.2	9.0	25.4	22.4		

(\*1): Includes rental assets of 17.1 billion Yen (interim) and 20.4 billion Yen (full year) (\*2): Includes rental assets of 17.3 billion Yen (interim) and 19.5 billion Yen (full year)

Capex does not include amounts paid for the acquisition of land in Minato Mirai (prior year 22.6 billion Yen, current year 10.4 billion Yen)

# Pachinko/Pachislot Market Data

#### Pachinko Halls

(Number of pachinko halls with pachinko machines installed includes facilities that combine installations of pachinko machines and pachislot machines.)

	2001	2002	2003	2004	2005	2006
Number of pachinko halls with pachinko machines installed	15,691	15,255	14,695	13,844	12,913	12,588
Number of pachinko halls with pachislot machines installed	1,110	1,249	1,381	1,773	2,252	2,086
Total	16,801	16,504	16,076	15,617	15,165	14,674

## Pachinko Pachislot Unit Sales • Installed Base • Market Scale

		2001	2002	2003	2004	2005	2006
	Units sold	3,230,489	3,174,079	3,686,677	4,013,153	4,047,999	3,831,211
	Units installed	3,321,391	3,252,241	3,227,239	3,077,537	2,960,939	2,932,952
Pachinko	Market size (millions of yen)	569,129	561,506	672,055	786,413	867,209	875,009
	Units sold	1,290,719	1,501,894	1,842,392	1,672,049	1,786,292	1,637,853
	Units installed	1,459,233	1,606,123	1,660,839	1,887,239	1,936,470	2,003,482
Pachislot	Market size (millions of yen)	351,344	396,566	526,354	524,882	543,049	485,404

# of halls and units installed according to the National Police Association (Calander Year), Units installed and market size according to Yano Research.

	Share of Annual Pachislot Machine Sales												
	2003			2004		2005			2006				
Rank	Manufacturer	Share	Units sold	Manufacturer	Share	Units sold	Manufacturer	Share	Units sold	Manufacturer	Share	Units sold	
1	Sammy	32.1	591,754	Sammy	40.4	676,933	Sammy	33.6	607,106	Sammy	32.0	523,422	
2	Olympia	18.5	340,000	Olympia	16.4	275,000	Daito Giken	13.1	236,000	Daito Giken	12.2	200,000	
3	Aruze	13.6	250,559	Yamasa	9.0	150,000	Olympia	10.4	187,000	Yamasa	10.6	173,000	
4	Yamasa	11.9	220,000	Daito Giken	7.9	132,000	Yamasa	8.3	150,000	Olympia	9.6	158,000	
5	Daito Giken	4.9	90,000	Aruze	4.6	77,881	SANKYO	6.2	111,659	Kitadenshi	9.5	155,000	

	Share of Annual Pachinko Machine Sales											
	2003			2004		2005			2006			
Rank	Manufacturer	Share	Units sold	Manufacturer	Share	Units sold	Manufacturer	Share	Units sold	Manufacturer	Share	Units sold
1	Sanyo Bussan	25.2	930,000	Sanyo Bussan	22.9	920,000	Sanyo Bussan	24.7	1,000,000	Sanyo Bussan	23.2	887,000
2	SANKYO	16.4	605,589	SANKYO	21.2	849,911	SANKYO	18.3	740,320	Kyoraku	21.0	804,000
3	Daiichi	9.5	350,546	Heiwa	8.7	350,184	Kyoraku	9.6	390,000	SANKYO	16.6	636,105
4	Heiwa	7.1	260,894	Daiichi	7.7	308,173	Newgin	7.9	320,000	Newgin	6.6	253,000
5	Sammy	6.7	248,533	Newgin	6.9	278,000	Sammy	7.1	288,895	Daiichi	5.1	195,947
		Sammy	5.8	233,049				Sammy	3.5	132,981		

Source: Yano Research Institute Ltd.

# AM machines net sales, operations net sales and home videogame related market (hardware & software)

Yen Millions

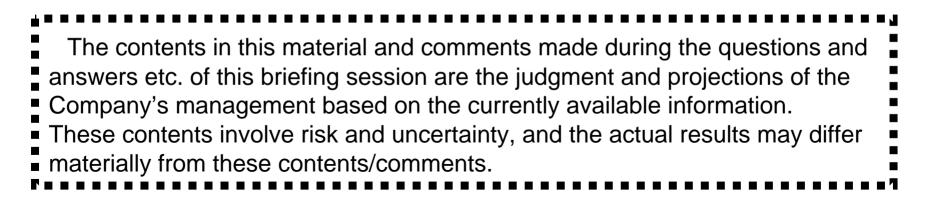
		2002	2003	2004	2005	2006
	AM machines net sales	154,528	177,889	180,550	199,227	223,357
AM f	acilities operations net sales	605,521	637,744	649,223	682,458	702,857
Nur	nber of amusement centers	11,499	10,759	10,109	9,515	9,091
Number	of game machine units installed	439,937	428,358	438,986	445,025	460,031
Number of	game machine units installed per center	38.3	39.8	43.4	46.8	50.6
Home	Hardware net sales	790,767	631,481	425,143	862,163	958,129
videogame	Software net sales	475,875	437,975	494,840	502,579	674,174

Source: JAMMA, AOU and NSA (net sales figures), and National Police Agency (Figures other than net sales are on a calendar year basis)





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