



May 10, 2013 SEGA SAMMY HOLDINGS INC.

# <u>Appendix of Consolidated Financial Statements</u> <u>Year Ended March 31, 2013</u>

## **Consolidated Income Statements**

JPY Billion)	FY Ended N	Tarch 2012	FY	Ended Mach 2	013		FY Ending	Mach 2014	
	Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Results	YoY Change	Forecasts Through 2Q	YoY Change	Full year Forecasts	YoY Change
Net Sales	152.6	395.5	136.5	321.4	-18.7%	198.0	+45.1%	485.0	+50.9%
Pachislot and Pachinko Machines	74.8	212.1	54.3	142.2	-33.0%	109.0	+100.7%	270.0	+89.9%
Amusement Machine Sales	19.3	49.9	18.7	39.1	-21.6%	18.0	-3.7%	45.5	+16.49
Amusement Center Operations	23.2	44.6	21.7	42.7	-4.3%	23.0	+6.0%	45.5	+6.6%
Consumer Business	33.4	85.6	35.3	83.8	-2.1%	41.0	+16.1%	109.5	+30.7%
Other	1.6	3.0	6.3	13.4	+346.7%	7.0	+11.1%	14.5	+8.29
Operating Income	15.1	58.3	7.8	19.0	-67.4%	17.5	+124.4%	73.0	+284.2%
Pachislot and Pachinko Machines	20.6	71.0	10.4	23.5	-66.9%	25.2	+142.3%	74.0	+214.9%
Amusement Machine Sales	1.5	7.4	0.8	1.9	-74.3%	-0.1	-	2.7	+42.19
Amusement Center Operations	1.6	0.3	0.8	1.1	+266.7%	0.4	-50.0%	0.2	-81.89
Consumer Business	-6.0	-15.1	-0.7	-0.7	-	-3.7	-	3.9	
Other	0.2	0.2	-0.1	-0.4	-	-0.3	-	-0.3	
Eliminations	-2.9	-5.4	-3.2	-6.3	-	-4.0	-	-7.5	
Operating Margin	9.9%	14.7%	5.7%	5.9%	-8.8pt	8.8%	+3.1pt	15.1%	+9.2
Ordinary Income	14.7	58.1	7.2	20.9	-64.0%	17.0	+136.1%	72.0	+244.5%
Ordinary Income Margin	9.6%	14.7%	5.3%	6.5%	-8.2pt	8.6%	+3.3pt	14.8%	+8.3
Extraordinary Gain	1.1	3.3	0.3	10.1	-	3.0	-	3.3	
Extraordinary Loss	5.3	18.5	0.3	5.4	-	0.0	-	4.8	
Income before income taxes and minority interests	10.4	42.9	7.3	25.6	-40.3%	20.0	+174.0%	70.5	+175.4%
Net Income	3.9	21.8	3.8	33.4	+53.2%	9.0	+136.8%	47.0	+40.7%
Net Income Margin	2.6%	5.5%	2.8%	10.4%	+4.9pt	4.5%	+1.7pt	9.7%	-0.71
Dividends per share (JPY)	20.00	40.00	20.00	40.00	-	20.00	•	40.00	
Earnings per share (JPY)	15.79	86.73	15.74	137.14	-	37.18	-	194.17	
Net Assets per share (JPY)	1,115.46	1,167.59	1,125.09	1,304.44	-	-		-	

# **Costs and Expenses**

(JPY Billion)	FY Ended N	March 2012	FY	Ended Mach 2	013		FY Ending Mach 2014				
	Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Results	YoY Change	Forecasts Through 2Q	YoY Change	Full year Forecasts	YoY Change		
R&D Expense / Content Production Expense	19.7	53.3	19.1	45.2	-15.2%	24.1	+26.2%	54.9	+21.5%		
Cap-ex	9.4	36.1	21.6	32.8	-9.1%	17.1	-20.8%	32.5	-0.9%		
Depreciation	6.4	16.1	7.4	18.1	+12.4%	13.2	+78.4%	25.5	+40.9%		
Advertising	7.6	17.2	5.6	13.1	-23.8%	10.0	+78.6%	19.5	+48.9%		



#### **Pachislot and Pachinko Machines**

(JP	Y Billion)	FY Ended N	March 2012	FY E	nded Mach 201	3		FY Ending I	Mach 2014	
		Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Results	YoY Change	Forecasts Through 2Q	YoY Change	Full Year Forecasts	YoY Change
	Net Sales	74.8	212.1	54.3	142.2	-33.0%	109.0	+100.7%	270.0	+89.9%
	Pachislot	15.4	104.3	36.1	64.2	-38.4%	66.6	+84.5%	165.0	+157.0%
	Pachinko	56.9	101.8	14.8	72.3	-29.0%	40.3	+172.3%	100.8	+39.4%
	Other	2.5	6.0	3.4	5.7	-5.0%	2.1	-38.2%	4.2	-26.3%
	Operating Income	20.6	71.0	10.4	23.5	-66.9%	25.2	+142.3%	74.0	+214.9%
	Operating Income Margin	27.5%	33.5%	19.2%	16.5%	-17.0pt	23.1%	+3.9pt	27.4%	+10.9pt
	Unit Sales (Pachislot)	52,769	300,866	108,604	202,221	-32.8%	188,000	+73.1%	478,000	+136.4%
	Unit Sales (Pachinko)	181,589	332,288	57,749	216,860	-34.7%	127,500	+120.8%	324,500	+49.6%

《Shipment Data / Plan: Pachislot and Pachinko》 \* Number of titles reflects products launched in this fiscal year.

	FY Ended I	March 2012	FY Ended I	March 2013	FY Ending	March 2014
Pachislot	Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Results	Forecasts Through 2Q	Full Year Forecasts
G	2 titles	4 titles	3 titles	4 titles	2 titles	5 title
Sammy	20,005 units	204,687 units	69,209 units	91,484 units	155,000 units	365,000 unit
Rodeo	1title	3 titles	Otitle	2titles	1 title	3 title
Rodeo	23,465 units	82,474 units	38,663 units	104,041 units	30,000 units	80,000 unit
TAIYO	1title	4 titles	Otitle	2 titles	1 title	3 title
ELEC	9,299 units	13,705 units	732 units	6,696 units	3,000 units	33,000 unit
Total	4 titles	11 titles	3 titles	8 titles	4 titles	11 title
1 Otal	52,769 units	300,866 units	108,604 units	202,221 units	188,000 units	478,000 uni

Pachislot											
Title	Brand	Unit Sales (Thousands)									
Pachislot Shin-Onimusha Sairin	Rodeo	41									
Pachislot Monster Hunter	Rodeo	38									
Pachis lot CODE GEASS Lelouch of the Rebellion	Sammy	31									
Pachislot Ring ni Kakero 1 -The Twelve Gods of Greek Series-	Sammy	25									
Pachislot Sakigake Otokojuku	Rodeo	24									

<sup>\*</sup>Aggregated sales of "Pachislot Monster Hunter" : 95 thousand units

	FY Ended I	March 2012	FY Ended I	March 2013	FY Ending March 2014		
Pachinko	Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Results	Forecasts Through 2Q	Full Year Forecasts	
g	4 titles	9 titles	5 titles	8 titles	3 titles	7 titles	
Sammy	153,818 units	276,617 units	45,119 units	195,088 units	90,000 units	260,000 units	
TAIYO	3 titles	5 titles	4 titles	6 titles	3 titles	5 titles	
ELEC	27,771 units	55,671 units	12,630 units	21,772 units	37,500 units	64,500 units	
Total	7 titles	14 titles	9 titles	14 titles	6 titles	12 titles	
Totai	181,589 units	332,288 units	57,749 units	216,860 units	127,500 units	324,500 units	
Board + Frame	118,311 units	158,266 units	8,678 units	160,128 units	77,700 units	163,900 units	
Board	63,278 units	174,022 units	49,071 units	56,732 units	49,800 units	160,600 units	

Brand	Unit Sales (Thousands)
Sammy	121
Sammy	22
Sammy	20
Sammy	11
TAIYO ELEC	6
	Sammy Sammy Sammy TAIYO



# **Amusement Machines Sales**

(JF	Y Billion)	FY Ended N	March 2012	FY	Ended March 2	013		FY Ending 1	March 2014	
		Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Results	YoY Change	Forecasts YoY Through 2Q Change		Full Year Forecasts	YoY Change
	Net Sales	19.3	49.9	18.7	39.1	-21.6%	18.0	-3.7%	45.5	+16.4%
	Domestic	17.1	43.9	16.0	32.7	-25.5%	15.3	-4.4%	39.3	+20.2%
	Overseas	2.2	6.0	2.7	6.4	+6.7%	2.7	-	6.2	-3.1%
	Operating Income	1.5	7.4	0.8	1.9	-74.3%	-0.1	-	2.7	+42.1%
	Operating Income Margin	7.8%	14.8%	4.3%	4.9%	-9.9pt	-	=	5.9%	+1.0pt
(	R&D Expense / Content Production Expense	4.3	9.3	3.7	7.8	-16.1%	3.6	-2.7%	8.8	+12.8%

#### 《Major Titles: Amusement Machines》

Title		Sales (JPY Billion)
WORLD CLUB Champion Football Series	Trading Card Game	3.2
SENGOKU-TAISEN	Trading Card Game	2.2
BORDER BREAK Series	Video Game	2.0
StarHorse3 Season I A NEW LEGEND BEGINS.	Medal Game	1.7
maimai	Video Game	1.0

<sup>\*</sup>Sales figures include expendable such as cards



#### **Amusement Center Operations**

(JPY Billion)		FY Ended N	March 2012	FY	Ended March 2	013		FY Ending	March 2014	
		Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Results	YoY Change	Forecasts through 2Q	YoY Change	Full Year Forecasts	YoY Change
N	Net Sales	23.2	44.6	21.7	42.7	-4.3%	23.0	6.0%	45.5	6.6%
Opera	ating Income	1.6	0.3	0.8	1.1	+266.7%	0.4	-50.0%	0.2	-81.8%
	Operating Income Margin	6.9%	0.7%	3.7%	2.6%	+1.9pt	1.7%	-2.0pt	0.4%	-2.2pt
SEGA Same St	tore Sales Comparisons	101.2%	100.5%	93.8%	93.8%	-6.7%	101.5%	-	101.8%	-
	Opened	3 facilities	5 facilities	1 facility	3 facilities	-	2 facilities	-	4 facilities	-
Domestic Facilities	Closed	3 facilities	12 facilities	4 facilities	8 facilities	-	3 facilities	-	9 facilities	-
	Total	248 facilities	241 facilities	238 facilities	236 facilities	-	201 facilities	-	197 facilities	-
Overs	seas Facilities	3 facilities	3 facilities	3 facilities	3 facilities	-	3 facilities	-	4 facilities	-
	Cap-ex	2.4	8.3	5.4	7.9	-4.8%	5.0	-7.4%	10.1	+27.8%
De	preciation	2.3	6.1	2.1	4.6	-24.6%	2.5	+19.0%	5.5	+19.6%

<sup>\*</sup>Note: Methodology of counting the number of facilities is changed from FY ending Mar 2014 because of the consolidation of the amusement center operations of the group resulted from the establishment of Sega Entertainment.

#### 《SEGA Same Store Sales Comparisons》

	FY Ended March 2013														
April	May	June	Results Through 1Q	July	August	September	Results Through 2Q	October	November	December	Results through 3Q	January	February	March	Full Year Results
96.6%	92.8%	95.6%	94.6%	92.3%	90.8%	96.2%	93.8%	93.0%	95.4%	96.3%	93.7%	94.8%	94.1%	93.1%	93.8%

	FY Ended March 2012														
April	May	June	Results Through 1Q	July	August	September	Results Through 2Q	October	November	December	Results through 3Q	January	February	March	Full Year Results
103.0%	103.7%	100.8%	102.5%	100.9%	99.1%	100.3%	101.2%	98.8%	98.6%	99.2%	100.5%	96.2%	96.2%	111.1%	100.5%

<sup>\*</sup>Number of domestic facilities covered as exiting have been changed from FY ending Mar 2014 by consolidating the amusement center operations within the group.



## **Consumer Business**

(JPY Billion)	FY Ended March 2012		FY	Ended March 20	)13	FY Ending March 2014				
	Results Through 2Q	Full Year Results	Results Through 2Q	Full Year Forecasts	YoY Change	2Q Forecasts	YoY Change	Full Year Forecasts	YoY Change	
Net Sales	33.4	85.6	35.3	83.8	-2.1%	41.0	+16.1%	109.5	+30.7%	
Packaged Games	24.4	66.4	14.4	35.6	-	13.5	-6.3%	45.9	+28.9%	
Digital Games	24.4		13.0	29.7	-	17.8	+36.9%	40.3	+35.7%	
Тоу	4.5	8.9	3.9	8.4	-5.6%	4.6	+17.9%	9.9	+17.9%	
Animation	4.6	10.4	4.2	10.5	+1.0%	5.3	+26.2%	13.7	+30.5%	
Other / Elimination	-0.1	-0.1	-0.2	-0.6	-	-0.2	-	-0.3	-	
Operating Income	-6.0	-15.1	-0.7	-0.7	-	-3.7	-	3.9	-	
Operating Income Margin	-	-		-	-	-	-	3.6%	-	
Sales in Units (Thousands)	4,840	17,240	2,760	10,780	-37.5%	3,010	+9.1%	11,660	+8.2%	
R&D Expense / Content Production Expense	8.4	29.3	6.6	19.5	-33.4%	8.0	+21.2%	22.0	+12.8%	
Cap-ex	3.6	10.7	4.6	8.3	-22.4%	4.5	-2.2%	8.0	-3.6%	
Depreciation	1.7	4.0	2.4	6.0	+50.0%	3.5	+45.8%	7.8	+30.0%	

	FY Ended March 2012			FY Ended March 2013				FY Ending March 2014				
Breakdown by Region	Results Tl	nrough 2Q	Full Year Results		Results Through 2Q		Full Year Results		Forecasts through 2Q		Full Year Forecasts	
	# of titles (SKU)	Unit Sales (Thousands)										
Japan / Other	5 (6)	1,060	16 (24)	2,800	6 (7)	640	10 (13)	2,140	4 (6)	610	12 (17)	2,640
US	5 (14)	1,650	14 (29)	6,140	2 (4)	1,160	8 (18)	4,200	3 (3)	1,280	7 (12)	4,310
Europe	6 (16)	2,120	15 (33)	8,290	1 (3)	960	7 (18)	4,420	3 (3)	1,110	7 (13)	4,690
Total	16 (36)	4,840	45 (86)	17,240	9 (14)	2,760	25 (49)	10,780	10 (12)	3,010	26 (42)	11,660

	FY Ended March 2012				FY Ended March 2013				FY Ending March 2014			
Breakdown by Platform			Full Year Results		Results Through 2Q		Full Year Results		Forecasts through 2Q		Full Year Forecasts	
- J	SKU	Unit Sales (Thous ands)	SKU	Unit Sales (Thous ands)	SKU	Unit Sales (Thous ands)	sku	Unit Sales (Thous ands)	SKU	Unit Sales (Thousands)	SKU	Unit Sales (Thousands)
PS3	8	1,120	19	2,450	5	420	14	2,280	1	150	7	1,320
Wii	8	390	11	3,050	0	0	0	0	0	0	0	0
WiiU	-	-	-	-	-	-	2	310	3	170	7	950
X360	10	680	16	1,540	3	300	9	1,420	0	0	4	690
NDS	6	290	7	370	0	0	0	0	0	0	0	0
3DS	2	30	18	1,790	1	10	3	200	0	0	6	980
PSP	1	200	7	1,110	0	0	2	130	2	180	2	200
PSV	0	0	3	150	3	250	8	520	1	40	5	650
PC	1	20	5	950	2	40	11	1,240	5	860	11	2,580
Catalogue etc.	-	2,090	-	5,800	-	1,720	•	4,650	-	1,610	-	4,240
Total	36	4,840	86	17,240	14	2,760	49	10,780	12	3,010	42	11,660



#### **Consumer Business**

## 《Major Titles / Packaged Games 》

Title	Region	Platform	Sales Results (thousand units)	
Sonic & All Stars Racing Transformed	Europe / US	PS3, X360, PSV, WiiU, 3DS, PC	1,360.0	
Aliens TM: Colonial Marines	Europe / US	PS3, X360, PC	1,310.0	
Football Manager 2013	Europe / US	PC, PSP	940.0	
London 2012	Europe / US	PS3, X360, PC	680.0	
Ryu ga Gotoku 5: Yume,Kanaeshimono	Japan	PS3	590.0	

## 《 Major Titles / Digital Games 》

Title	Platform				
Phantasy Star Online 2	PC, PSV				
Kingdom Conquest Series	iOS, Android				
Dragon Coins	iOS				
The Clan Battle of Fate	iOS, Android				

<sup>\*</sup> The contents of this material 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.