

Fiscal Year Ending March 2022 Q3 Results Presentation

2022/2/10

Disclaimer

Market forecasts, operating results forecast, and other information contained in this material are based on judgements and projections of the Company's managements based on currently available information. Therefore, please understand that the contents herein involve risks and uncertainties and that actual results could differ materially depending on various factors.

01

FY2022/3 Q3 Results / Full Year Forecast

FY2022/3 Q3 Results

Forecast

Consolidated

- Significant increases YoY in sales and profits.
- Recorded gain on sales of noncurrent assets as extraordinary income.

- Revised full-year operating results forecast upward.
- Record gain on sales of investment securities as extraordinary income.

Entertainment Contents

- Both sales and profits increased YoY.
- Strong sales of new titles. (CS*)
- Returned to profitability due to strong performance in prize category. (AM*)

- Launch new titles in each area.
- Increase in expenses such as incentives and others.

Pachislot & Pachinko

- Recorded profit due to significant improvement in income.
- Launch of mainstay titles
- Fixed costs remained at low levels.

- Increase in unit sales
- Improvement in the component procurement status

Resort

- Domestic: Recovered centered on individual customers.
- Overseas: Continued to be affected by the restriction of foreign visitors.

- Facility users are expected to decrease due to the re-expansion of COVID-19.

*CS = Consumer area, AM = Amusement Machines Sales area

Results Highlights

(Billion yen)	2021/3		2022/3		
	Through Q3	Through Q4	Through Q3	Full Year Forecast (announced on Nov 8)	Revised Full Year Forecast (announced on Feb 10)
Sales	210.1	277.7	236.7	305.0	315.0
Entertainment Contents	167.6	217.8	177.8	230.0	232.5
Pachislot and Pachinko Machines	37.3	53.1	51.8	65.0	73.5
Resort	4.8	6.3	6.6	9.5	8.5
Other / Elimination	0.4	0.5	0.5	0.5	0.5
Operating Income	13.5	6.5	32.6	23.0	31.0
Entertainment Contents	29.9	27.9	35.3	31.5	34.5
Pachislot and Pachinko Machines	-8.2	-10.6	5.3	2.0	8.0
Resort	-3.1	-4.1	-1.9	-2.3	-3.0
Other / Elimination	-5.1	-6.7	-6.1	-8.2	-8.5
Non-operating income	5.6	2.8	3.6	3.7	4.0
Non-operating expenses	6.5	7.6	2.9	5.2	5.0
Ordinary Income	12.5	1.7	33.3	21.5	30.0
Entertainment Contents	33.1	27.9	36.8	32.5	36.0
Pachislot and Pachinko Machines	-8.7	-11.3	6.0	2.5	8.5
Resort	-6.6	-8.9	-4.6	-6.5	-7.0
Other / Elimination	-5.3	-6.0	-4.9	-7.0	-7.5
Ordinary Income Margin	5.9%	0.6%	14.1%	7.0%	9.5%
Extraordinary income	10.3	28.8	2.7	0.8	5.2
Extraordinary losses	31.8	40.3	0.5	0.8	0.7
Income before income taxes	-8.8	-9.8	35.5	21.5	34.5
Profit attributable to owners of parent	-6.2	1.2	29.4	15.0	26.5

FY2022/3 Q3 Results

- **Significant increases YoY in sales and profits**
 - Entertainment Contents Business continues to drive.
 - Recorded profit in the Pachislot and Pachinko Machines Business.
- **Recorded gain on sales of noncurrent assets as extraordinary income.**

Forecast

- **Revised full-year operating results forecast upward.**
- **Record gain on sales of investment securities as extraordinary income.**

Revision of Operating Results Forecast

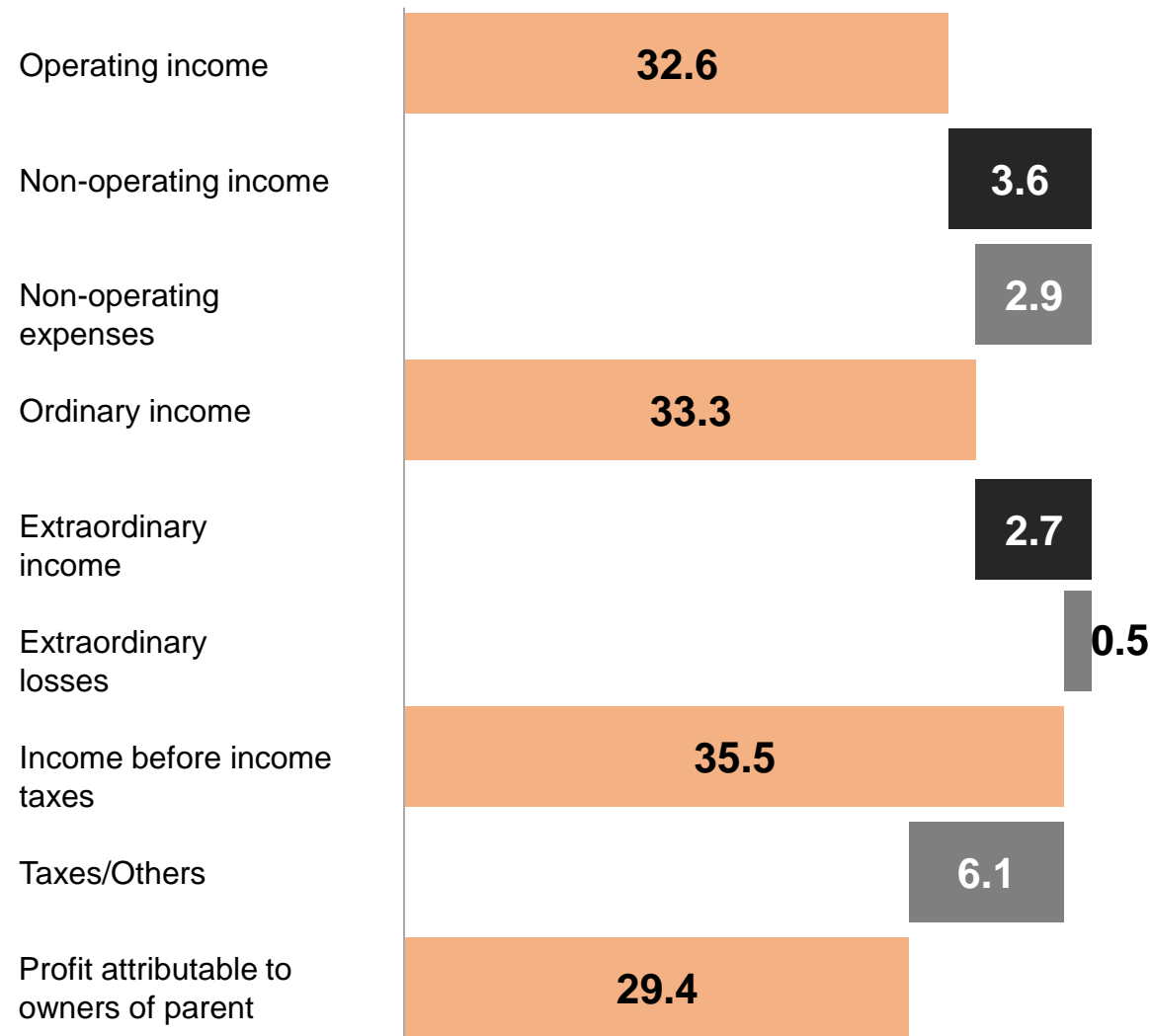
(Unit: billion yen)

[Difference in operating income by segment from previous forecast]



Breakdown of Income (FY2022/3 Q3 results)

(Unit: billion yen)



Breakdown of non-operating income/expenses and extraordinary income/losses

Non-operating income	3.6
Gain on investments in partnership	2.3
Non-operating expenses	2.9
Equity in losses of affiliates	1.7
Extraordinary Income	2.7
Gain on sales of noncurrent assets	1.9
Gain on sales of shares of subsidiaries affiliates	0.6
Extraordinary losses	0.5
Impairment losses	0.3

Costs and Expenses

■ Entertainment Contents

(Billion yen)	2020/3				2021/3				2022/3			2022/3	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Full Year Forecast (announced on Nov 8)	Revised Full Year Forecast (announced on Feb 10)
R&D / Content production expenses	12.8	11.9	17.6	16.3	9.2	9.8	11.8	14.7	9.9	13.5	12.7	55.8	54.4
Advertising expenses	3.0	3.4	3.8	3.9	1.7	2.8	3.3	3.7	2.2	3.9	3.7	15.4	14.2
Depreciation	2.1	2.1	2.2	2.5	2.2	2.3	0.7	1.5	0.8	0.9	0.9	3.6	3.6
Cap-ex	4.0	4.3	4.6	5.3	2.2	2.8	3.5	1.9	1.5	1.4	1.6	5.7	5.5

■ Pachislot & Pachinko

(Billion yen)	2020/3				2021/3				2022/3			2022/3	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Full Year Forecast (announced on Nov 8)	Revised Full Year Forecast (announced on Feb 10)
R&D / Content production expenses	4.3	4.6	5.4	3.8	5.4	3.9	3.3	3.7	3.4	3.2	3.4	13.4	13.4
Advertising expenses	0.2	0.6	0.4	0.3	0.1	0.6	0.3	0.2	0.2	0.6	0.5	2.8	1.7
Depreciation	1.0	0.9	0.9	0.8	0.8	0.9	0.9	0.8	0.5	0.7	0.7	2.4	2.6
Cap-ex	0.9	0.9	0.7	1.0	1.1	0.7	0.7	0.8	1.2	1.1	0.8	7.1	5.6

Costs and Expenses

■ Resort

(Billion yen)	2020/3				2021/3				2022/3			2022/3	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Full Year Forecast (announced on Nov 8)	Revised Full Year Forecast (announced on Feb 10)
R&D / Content production expenses	0.0	0.0	0.1	0.0	0.0	0.0	0.1	0.1	0.0	0.0	0.0	0.1	0.1
Advertising expenses	0.1	0.1	0.1	0.1	0.0	0.1	0.1	0.0	0.0	0.2	0.1	0.4	0.3
Depreciation	0.2	0.3	0.3	0.3	0.2	0.2	0.3	0.2	0.1	0.2	0.2	0.8	0.8
Cap-ex	0.0	0.1	0.0	0.1	0.0	0.0	0.1	0.0	0.1	0.1	0.1	0.6	0.5

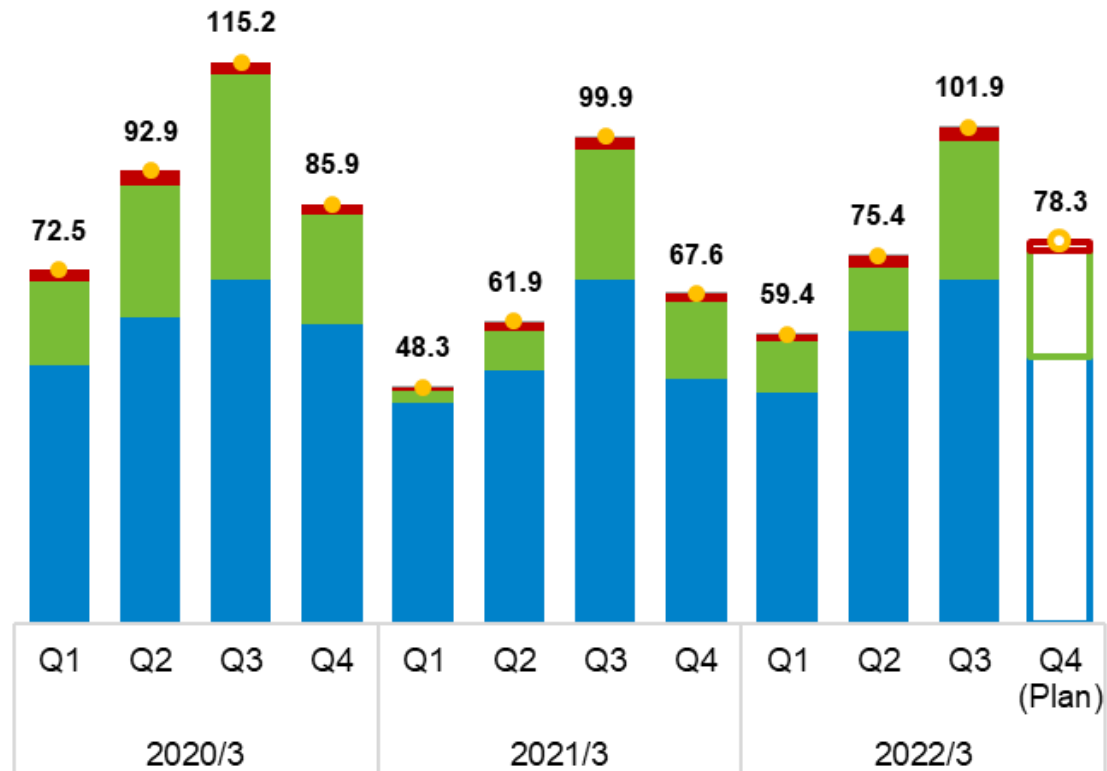
■ Other / Elimination

(Billion yen)	2020/3				2021/3				2022/3			2022/3	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Full Year Forecast (announced on Nov 8)	Revised Full Year Forecast (announced on Feb 10)
R&D / Content production expenses	0.0	-0.1	-0.2	0.0	0.1	-0.1	0.0	-0.1	0.1	-0.1	0.1	0.1	0.1
Advertising expenses	0.3	0.8	0.1	0.2	0.2	0.1	0.2	0.2	0.4	0.4	0.2	1.7	1.8
Depreciation	0.3	0.4	0.2	0.3	0.4	0.3	0.3	0.1	0.4	0.1	0.3	0.9	0.9
Cap-ex	0.2	0.1	0.3	0.3	0.3	0.1	-0.1	0.4	0.3	0.0	0.3	0.9	0.9

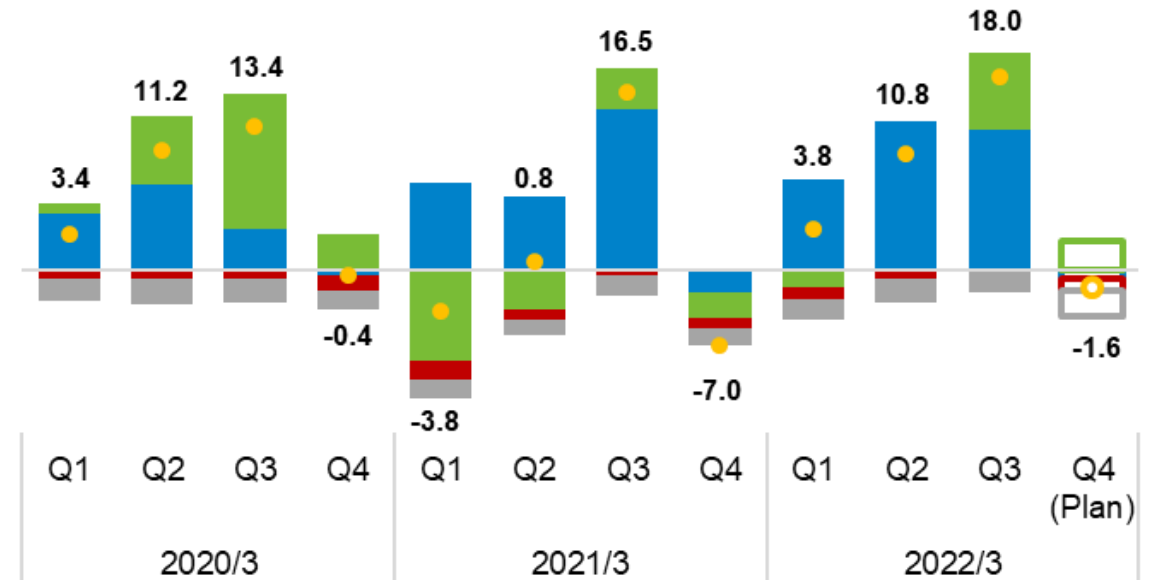
Reference: Quarterly Trends (By segment)

(Unit: billion yen)

■ Sales



■ Operating income



■ Entertainment Contents ■ Pachislot & Pachinko ■ Resort ■ Other/Elimination ● Consolidated

Consolidated Balance Sheet Summary

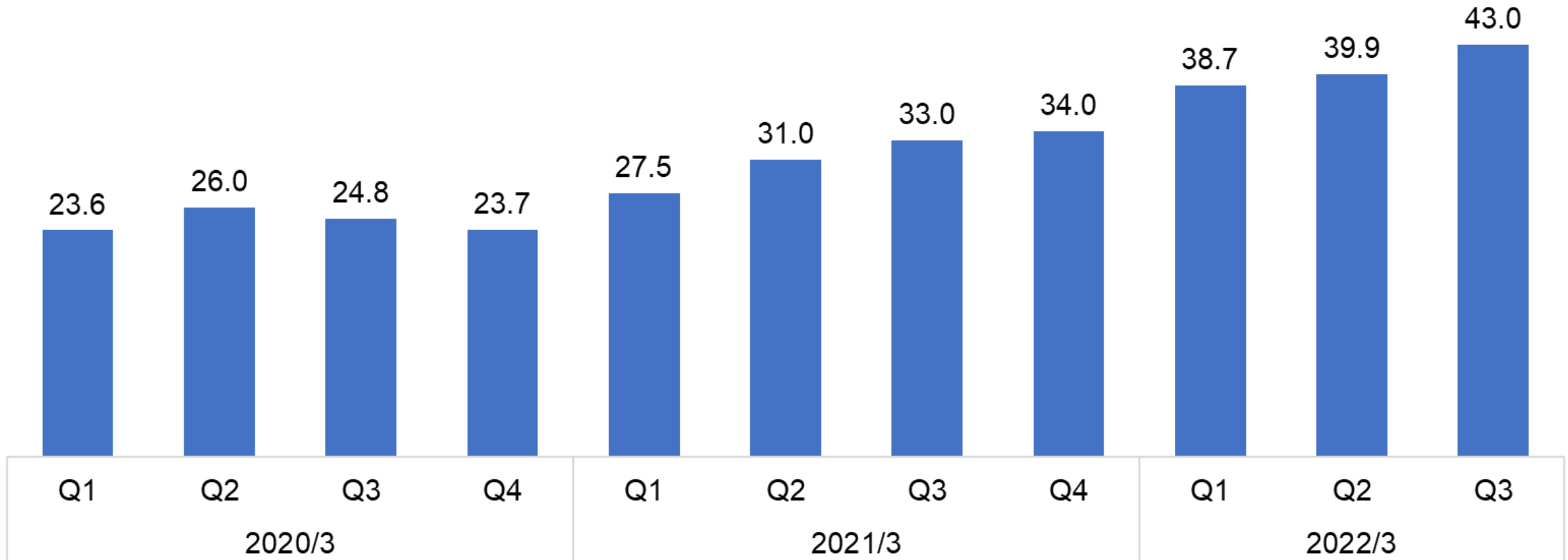


(Billion yen)	【Assets】			【Liabilities and Net Assets】			
	Account	As of end of March 2021	As of end of Dec 2021	Change	Account	As of end of March 2021	As of end of Dec 2021
Cash and Deposits	154.9	110.2	-44.7	Accounts Payable	16.9	24.9	+8.0
Accounts Receivable	38.1	51.6	+13.5	Corporate Bonds	-	-	-
Short term investment securities	0.7	40.0	+39.3	Short Term Loans Payable	-	10.0	+10.0
Inventories	52.9	70.3	+17.4	Other	42.8	46.0	+3.2
Other	29.6	24.7	-4.9	Total Current Liabilities	59.7	80.9	+21.2
Total Current Assets	276.2	296.8	+20.6	Corporate Bonds	10.0	10.0	-
Tangible Fixed Assets	61.6	59.6	-2.0	Long Term Loans Payable	42.0	32.0	-10.0
Intangible Fixed Assets	14.9	14.0	-0.9	Other	18.5	16.0	-2.5
Investment Securities	38.3	35.9	-2.4	Total Noncurrent Liabilities	70.5	58.0	-12.5
Other	30.5	35.8	+5.3	Total Liabilities	130.3	139.0	+8.7
Total Noncurrent Assets	145.3	145.3	+0.0	Shareholders Equity	294.9	304.7	+9.8
Total Assets	421.5	442.1	+20.6	Total accumulated other comprehensive income	-4.2	-1.7	+2.5
				Subscription rights to shares	-	0.1	+0.1
				Non-controlling interests	0.4	0.0	-0.4
				Total Net Assets	291.2	303.1	+11.9
				Total Liabilities and Net Assets	421.5	442.1	+20.6

	As of end of FY2021/3	As of end of FY 2022/3 Q3	Increase /Decrease		Main factors for increase / decrease
Cash, deposits and cash equivalents	154.5	130.2	-24.3	(Current Assets)	Cash and deposits decreased due to dividend payments, share buyback, and acquisition of securities.
Interest bearing debt	52.0	52.0	-	(Liabilities)	Increase in accounts payable due to component procurement.
Net cash	102.5	78.2	-24.3	(Net assets)	Shareholders' equity increased due to the recording of profit attributable to owners of parent.
Equity ratio	69.0%	68.5%	-0.5pt		

Reference: Trend of Balance of Content Production Expenses in B/S (Consumer area)

(Unit: billion yen)



*Balance of work in progress R&D expenses of titles before release + Balance of unamortized R&D expenses of released titles

Status of Acquisition of Treasury Stocks (cumulative total up to the end of January 2022)

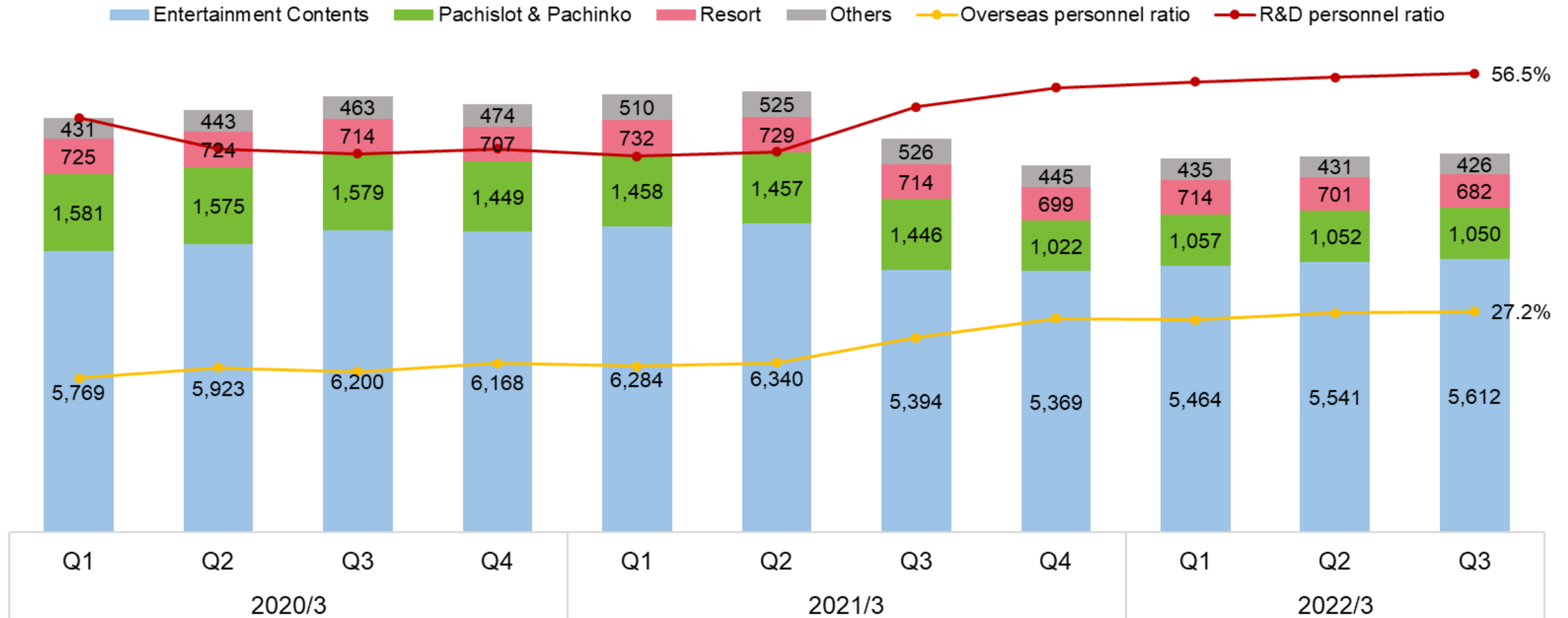
✓ Total No. of shares acquired	6,272,500 shares	(Progress 26.1%)
✓ Total cost of acquisition	11,799,771,500 yen	(Progress 39.3%)

[Reference] Details of Board of Directors resolution about acquisition (released on November 8, 2021)

- Total number of shares to be acquired Upper limit: 24 million shares
(Ratio to total number of issued and outstanding shares excluding treasury stocks: 10.19%)
- Total cost of acquisition Upper limit: 30.0 billion yen
- Acquisition period From November 9, 2021 to June 30, 2022

Reference: Trend of No. of Employees by Segment

(Unit: employees)



*No. of employees are the No. of full-time employees and permanent contract employees. Excludes the No. of temporary employees.

02

Entertainment Contents Business

(Billion yen)	2021/3		2022/3		
	Through Q3	Through Q4	Through Q3	Full Year Forecast (announced on Nov 8)	Revised Full Year Forecast (announced on Feb 10)
Sales	167.6	217.8	177.8	230.0	232.5
Consumer	102.4	135.7	119.6	152.5	156.0
Amusement Machine Sales	25.6	35.7	36.0	48.5	48.5
Amusement Center Operations	20.6	21.0	-	-	-
Animation / Toy	17.1	23.2	20.4	27.0	26.0
Other / Elimination	1.9	2.2	1.8	2.0	2.0
Operating Income	29.9	27.9	35.3	31.5	34.5
Consumer	30.9	31.4	29.4	26.5	30.5
Amusement Machine Sales	-0.1	-1.6	3.0	3.7	2.8
Amusement Center Operations	-1.4	-1.4	-	-	-
Animation / Toy	2.1	2.1	3.8	2.6	3.0
Other / Elimination	-1.6	-2.6	-0.9	-1.3	-1.8
Non-operating income	4.7	0.9	1.8	1.3	2.0
Non-operating expenses	1.4	1.0	0.3	0.3	0.5
Ordinary Income	33.1	27.9	36.8	32.5	36.0
Ordinary Income Margin	19.7%	12.8%	20.7%	14.1%	15.5%

FY2022/3 Q3 Results

➤ Strong performance in each business area

- Strong performance of new titles, steady performance of repeat titles, and recording of royalty income (CS*)
- Strong performance in prize categories (AM*)
- Strong performance of new products in toys (Animation and Toys)

Forecast

➤ Full-year forecast revised upward mainly due to strong performance in CS

- Launch of new major titles (CS, AM)
- Expect an increase in expenses such as incentives and others

*For Amusement Center Operations area, the company transferred shares of a group company engaged in amusement facilities operation at the end of December 2020 and removed it from the scope of consolidation from Q4 of the previous fiscal year.

*CS = Consumer area, AM = Amusement Machine Sales area

Entertainment Contents Business (Per subsegment)



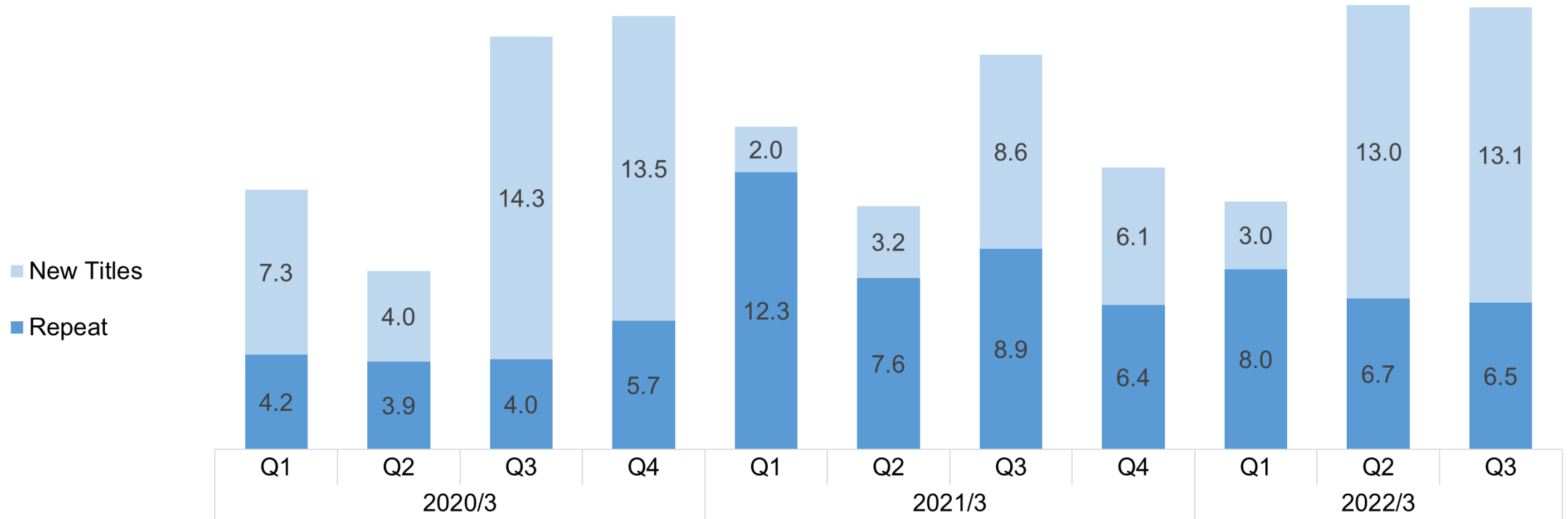
FY2022/3 Q3 Results

Future outlook (plan)

Consumer	Full Game	<ul style="list-style-type: none"> Strong sales of new titles, such as "Shin Megami Tensei V". Sales of repeat titles remained steady. Recorded royalty income. 	<ul style="list-style-type: none"> Release new titles such as "Total War: WARHAMMER III". Record royalty income Increase in expenses such as incentives and others.
	F2P	<ul style="list-style-type: none"> Strong performance of "HATSUNE MIKU: COLORFUL STAGE!" Large-scale update of "PHANTASY STAR ONLINE 2 NEW GENESIS". 	<ul style="list-style-type: none"> Release a new title, "Sin Chronicle".
Amusement Machine Sales		<ul style="list-style-type: none"> Strong sales of prizes for prize machines and the UFO Catcher® series machines, etc. Returned to profitability due to the effects of fixed costs reduction, etc. 	<ul style="list-style-type: none"> Sell new products such as "EIKETSU TAISEN", prizes for prize machines and the UFO Catcher® series machines. Increase in expenses such as incentives and others.
Animation / Toys	Animation	<ul style="list-style-type: none"> Recorded video production revenue, allocated revenue, etc. 	<ul style="list-style-type: none"> Record revenue from video production and distribution, etc.
	Toys	<ul style="list-style-type: none"> Strong sales of new products for the holiday shopping season, such as "With a front camera! Fun to change mouse covers! Sumikkogurashi Personal Computer Premium" and "Demon Slayer POD". 	<ul style="list-style-type: none"> Sell new products launched this fiscal year and standard products, etc.

Consumer Area (Full Game's sales trend)

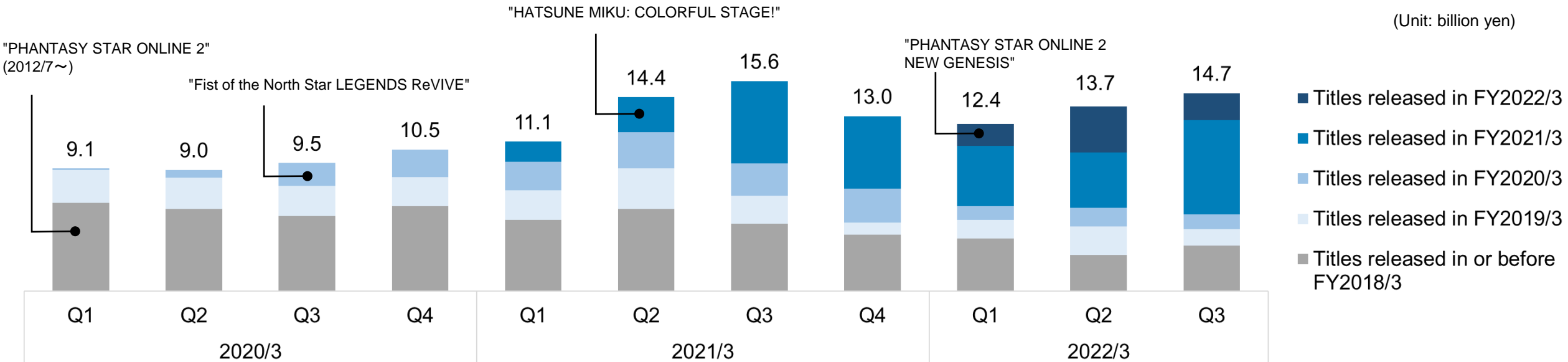
(Unit: billion yen)



Overseas Sales Ratio	92.2%	87.3%	59.8%	67.2%	85.4%	92.6%	83.3%	92.8%	90.0%	83.2%	80.6%
Download Sales Ratio	65.9%	48.6%	37.7%	40.8%	66.5%	69.4%	54.6%	68.8%	61.6%	64.4%	53.1%

Consumer Area (F2P's sales trend)

(Unit: billion yen)



[Top 3 titles in sales (October to December 2021)]

(No. 1)



"HATSUNE MIKU: COLORFUL STAGE!"

© SEGA © CP © CFM

Release: Sep. 2020

(No. 2)



**"PHANTASY STAR ONLINE 2
NEW GENESIS"**

©SEGA

Release: Jun. 2021

(No. 3)



"Fist of the North Star LEGENDS ReVIVE"

©Buronson & Tetsuo Hara / COAMIX 1983, Approved No.GC-218 © SEGA

Release: Sep. 2019

Reference: Consumer Area (Major examples of new titles roll-out)



(Timing of Release)				Platforms										Region		
Release (plan)	Title name	Classification	Original Release date	Nintendo Switch	PS4	PS5	Xbox One	Xbox X/S	Steam	Epic Games Store	Windows/cloud	Xbox Game Pass	Stadia	Japan	Asia	NA /EU
Apr.	JUDGMENT (Remaster ver.)	Remaster	FY19/3		●	●		●					●	●	●	●
May.	Shin Megami Tensei III Nocturne HD Remaster (Western ver.)	Remaster	FY03/3	●	●				●					●	●	●
Jun.	PHANTASY STAR ONLINE 2 NEW GENESIS	Series Latest	FY13/3	●	●		●		●	●	●			●	●	●
Aug.	HUMANKIND™	New IP	-						●	●		●	●	●	●	●
Sep.	Sonic Colors: Ultimate	Remaster	FY11/3	●	●		●			●				●	●	●
Sep.	Lost Judgment	Series Latest	-		●	●	●	●						●	●	●
Oct.	Super Monkey Ball Banana Mania	Remake	FY02/3	●	●	●	●	●	●		●			●	●	●
Nov.	Shin Megami Tensei V	Series Latest	-	●										●	●	●
Nov.	Football Manager 2022	Series Latest	-	●			●	●	●	●	●	●		●	●	●
Feb.	Total War: WARHAMMER III	Series Latest	-						●	●		●		●	●	●
Mar.	Persona 4 Arena Ultimax	Remaster	FY15/3	●	●				●					●	●	●

*Examples of platform and service region roll-out for each title are excerpts. Even if the service is offered in certain regions, the titles may not always support local language of such regions. Please see product information for detailed status of roll-out per title.

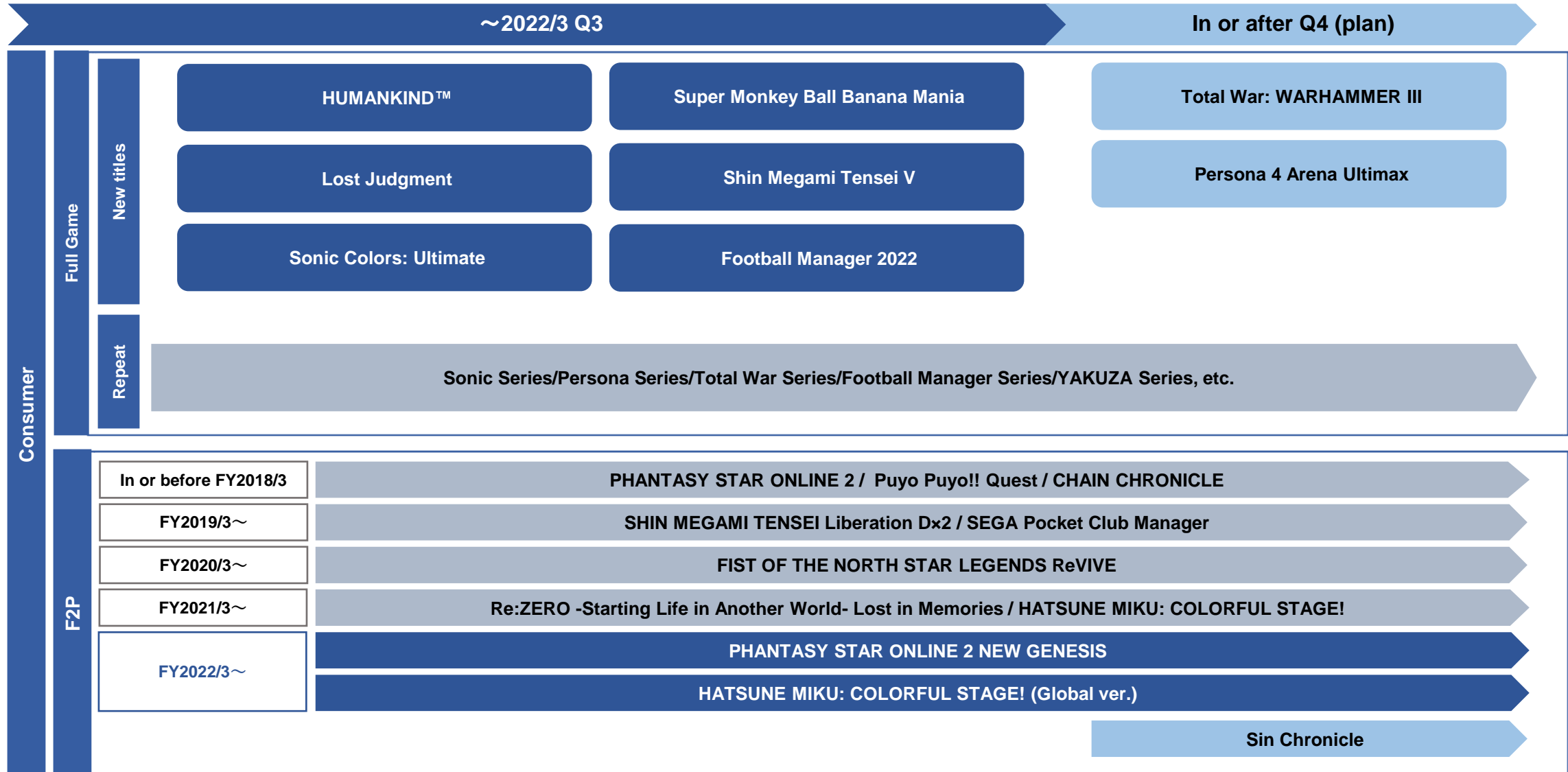
**"JUDGMENT (Remaster ver.)" includes platforms and regions of the original version.

**"Shin Megami Tensei III Nocturne HD Remaster" includes platforms and regions of version launched in Japan and Asia in FY2021/3.

**"PHANTASY STAR ONLINE 2 NEW GENESIS" includes both Japanese and global versions. In addition, Switch version is only compatible with the cloud version.

*"Super Monkey Ball Banana Mania" is available on Xbox One, Xbox X/S and Windows in international versions only.

Reference: Entertainment Contents Business (Sales Schedule)



Reference: Entertainment Contents Business (Sales Schedule)

~2022/3 Q3

In or after Q4 (plan)

Amusement Machine Sales

<Major titles in operation>

KanColle Arcade / StarHorse4 / Fate Grand Order Arcade / SANGOKUSHI TAISEN Series
/ maimai DX / O.N.G.E.K.I. / CHUNITHM / fiz2

<Major regular sales titles>

UFO Catcher® series / Prizes for prize machines

meityromantic

CHUNITHM NEW

EIKETSU TAISEN

Pokemon Corogarena

Animation / Toys

Detective Conan the Movie
The Scarlet Bullet

Anpanman:
Fluffy Flurry and the Land of Clouds

LUPIN THE 3rd PART 6

Demon Slayer POD

With a front camera! Fun to change
mouse covers! Sumikkogurashi
Personal Computer Premium

Disney&Pixar Characters
Dream Switch 2

03

Pachislot and Pachinko Machines Business

Pachislot and Pachinko Machines Business

(Billion yen)	2021/3		2022/3		
	Through Q3	Through Q4	Through Q3	Full Year Forecast (announced on Nov 8)	Revised Full Year Forecast (announced on Feb 10)
Sales	37.3	53.1	51.8	65.0	73.5
Pachislot	4.8	13.9	19.4	26.1	28.8
Pachinko	24.6	28.5	26.3	32.6	36.8
Other / Elimination	7.9	10.7	6.1	6.3	7.9
Operating Income	-8.2	-10.6	5.3	2.0	8.0
Non-operating income	0.3	0.6	0.7	0.6	0.8
Non-operating expenses	0.9	1.2	0.0	0.1	0.3
Ordinary Income	-8.7	-11.3	6.0	2.5	8.5
Ordinary Income Margin	-	-	11.6%	3.8%	11.6%

Pachislot					
Number of Titles	3 titles	5 titles	6 titles	8 titles	10 titles
Unit Sales (units)	12,487	35,273	48,922	67,000	73,000
Pachinko					
Number of Titles	3 titles	4 titles	5 titles	6 titles	5 titles
Unit Sales (units)	59,359	69,013	64,025	77,000	95,000
Board + Frame	46,574	53,641	40,999	52,000	55,000
Board	12,785	15,372	23,026	25,000	40,000

FY2022/3 Q3 Results

➤ Recorded profit due to significant improvement in income

- Launch of mainstay titles
- Fixed costs remained at low levels
(The effect of structural reform implemented in the previous fiscal year, etc. contributed.)
- Major titles sold: "P Hokuto No Ken 9 Toushin"

Forecast

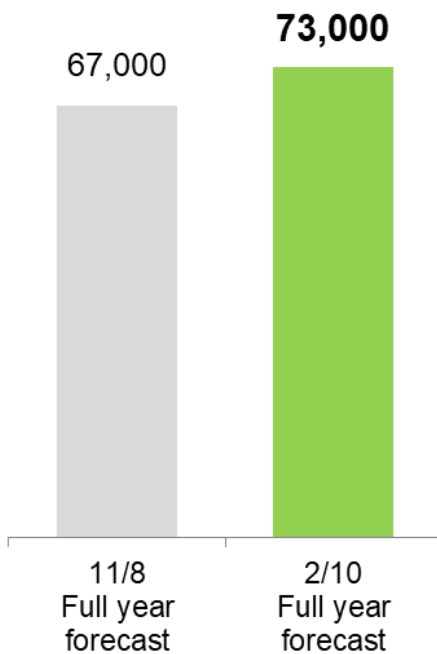
➤ Expect the increase in sales and profit compared to the previous full-year forecast

- Increase in unit sales
- Improvement in the component procurement status

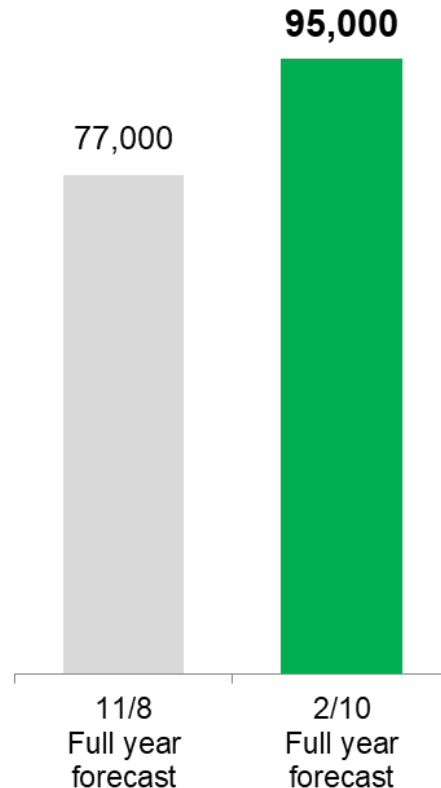
*New series is counted as one title (Machines launched in the previous fiscal year / specification changed titles, etc. aren't included).

■ FY2022/3 Full-year forecast of unit sales (units)

Pachislot



Pachinko



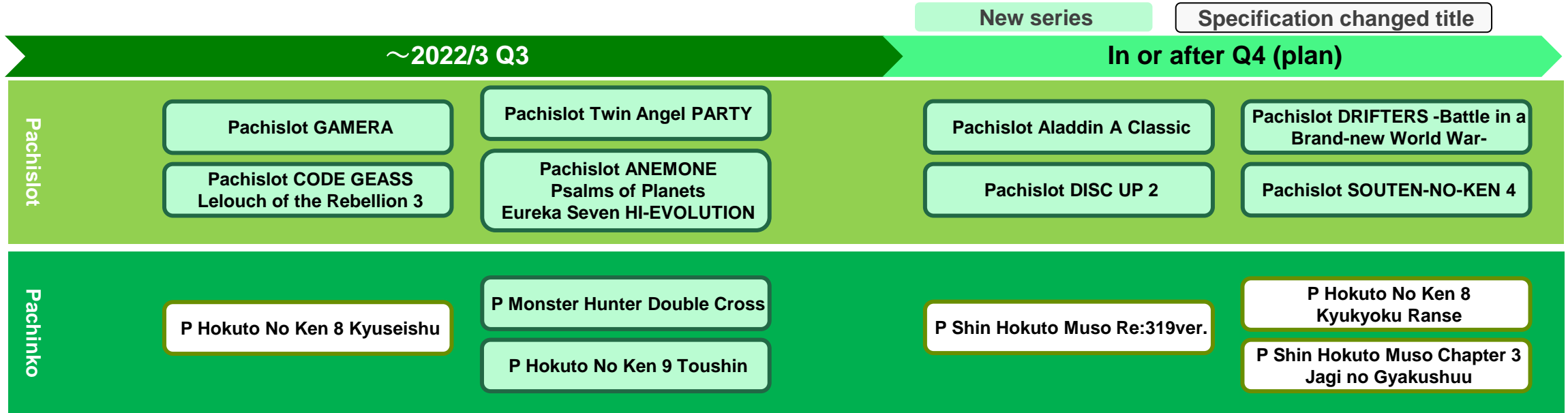
Unit sales increased compared to the previous full-year forecast

- Improvement in the component procurement status
- Increase in the number of titles to be sold

Pachislot: Increase in the new series title

Pachinko: Increase in the specification changed title

Reference: Pachislot and Pachinko Machines Business (Sales Schedule)



(Major titles before Q3)		Month of delivery	Unit Sales	(Titles to be launched in or after Q4)		Month of delivery
Pachislot	Pachislot CODE GEASS Lelouch of the Rebellion 3	Aug.	13,434 units	Pachislot	Pachislot Aladdin A Classic	Jan.
	Pachislot ANEMONE Psalms of Planets Eureka Seven HI-EVOLUTION	Nov.	11,701 units		Pachislot DISC UP 2	Jan.
	Pachislot GAMERA	Jun.	10,644 units		Pachislot DRIFTERS -Battle in a Brand-new World War-	Feb.
	Pachislot Twin Angel PARTY	Oct.	5,632 units		Pachislot SOUTEN-NO-KEN 4	Mar.
Pachinko	P Hokuto no Ken 9 Toushin	Dec.	31,768 units	Pachinko	P Shin Hokuto Muso Re:319ver.	Jan.
	P Hokuto No Ken 8 Kyuseishu	May.	10,226 units		P Hokuto No Ken 8 Kyukyoku Ranse	Feb.
	P Monster Hunter Double Cross	Oct.	6,000 units		P Shin Hokuto Muso Chapter 3 Jagi no Gyakushuu	Mar.

04

Resort Business

(Billion yen)	2021/3		2022/3		
	Through Q3	Through Q4	Through Q3	Full Year Forecast (announced on Nov 8)	Revised Full Year Forecast (announced on Feb 10)
Sales	4.8	6.3	6.6	9.5	8.5
Operating Income	-3.1	-4.1	-1.9	-2.3	-3.0
Non-operating income	0.0	0.0	0.0	0.1	0.1
Non-operating expenses	3.5	4.8	2.7	4.3	4.1
Ordinary Income	-6.6	-8.9	-4.6	-6.5	-7.0
Ordinary Income Margin	-	-	-	-	-

<PHOENIX RESORT>

No. of facility users (Thousands)	430	552	571	724	778
3 accommodation facilities	177	223	233	295	326
2 golf courses	57	75	70	92	98
Other facilities	196	254	268	337	354

Number of facility users compared to the Q3 of previous fiscal year and the year before that (PHOENIX RESORT)

Compared to FY2021/3 Q3	111.4%
Compared to FY2020/3 Q3	119.6%

FY2022/3 Q3 Results

- **PHOENIX RESORT: Recovered centered on individual customers**
 - Facility users increased compared to Q3 of the previous fiscal year, which largely took in the effect of "Go To Travel Campaign".
- **PARADISE SEGASAMMY: Continued to be sluggish**
 - Continued to be affected by the restriction of foreign visitors.

Forecast

- **Expected to remain sluggish due to the re-expansion of COVID-19**

06

Appendix

Reference: Consumer Area (Sales trend)



(Billion yen)	2021/3				2022/3				Full Year Forecast (announced on Nov 8)	Revised Full Year Forecast (announced on Feb 10)
	Q1	Through Q2	Through Q3	Through Q4	Q1	Through Q2	Through Q3			
Sales	32.4	61.4	102.4	135.7	29.5	71.2	119.6	152.5	156.0	
Domestic	12.4	27.9	48.7	64.6	13.0	30.9	50.3	63.4	65.0	
Overseas	19.6	33.4	54.3	72.4	16.7	40.3	69.4	89.2	91.0	
Overseas sales ratio	60.5%	54.4%	53.0%	53.4%	56.6%	56.6%	58.0%	58.5%	58.3%	
Other / Elimination	0.2	0.1	-0.6	-1.3	-0.2	0.0	-0.1	-0.1	0.0	
Full Game	14.4	25.2	42.6	55.1	11.0	30.7	50.3	66.8	66.3	
New titles	2.0	5.2	13.8	19.9	3.0	16.0	29.1	39.5	40.3	
Japan	0.0	0.1	1.8	2.1	0.2	2.4	5.4	-	-	
Asia	0.7	1.0	1.2	1.7	0.1	0.9	2.0	-	-	
North America / Europe	1.2	4.1	10.6	16.0	2.7	12.7	21.7	-	-	
Repeat titles	12.3	19.9	28.8	35.2	8.0	14.7	21.2	27.3	26.0	
Japan	1.7	2.7	3.7	4.5	0.8	2.0	2.8	-	-	
Asia	0.5	1.1	1.5	2.2	0.7	1.4	1.8	-	-	
North America / Europe	9.9	16.1	23.5	28.5	6.4	11.3	16.6	-	-	
Download sales ratio	66.5%	67.7%	62.8%	63.8%	61.6%	65.3%	60.7%	70.0%	65.0%	
F2P	11.1	25.5	41.1	54.1	12.4	26.1	40.8	55.4	53.6	
Japan	9.1	21.5	35.5	47.2	10.9	23.2	36.6	-	-	
Asia	0.0	0.1	0.2	0.2	0.0	0.0	0.3	-	-	
North America / Europe	1.9	3.9	5.3	6.6	1.4	2.9	3.9	-	-	
Other	6.5	10.6	19.4	27.7	6.2	14.5	28.6	30.4	36.1	

- Full Game = Mainly physical sales and download sales of full game for home video game consoles and PCs. (Additional download content sales are not included.)
- F2P = Mainly sales of contents offering free basic play and microtransaction for smartphones and PCs.
- Other = Sales of additional download contents, consignment sales of 3rd party titles, revenue from consignment development, transfer of titles, offering of titles in batches to 1st parties, sales of products other than game software, etc.

Reference: Consumer Area (Full Game's unit sales trend)

	2021/3				2022/3				
	Q1	Through Q2	Through Q3	Through Q4	Q1	Through Q2	Through Q3	Full Year Forecast (announced on Nov 8)	Revised Full Year Forecast (announced on Feb 10)
Full Game: Number of Titles									
Japan	0 title	0 title	2 titles	2 titles	0 title	3 titles	5 titles	6 titles	6 titles
Asia	1 title	1 title	4 titles	6 titles	1 title	4 titles	7 titles	10 titles	9 titles
North America / Europe	3 titles	5 titles	9 titles	10 titles	3 titles	6 titles	11 titles	14 titles	13 titles
Full Game: Unit sales (Thousands)	12,980	19,080	34,200	41,770	6,580	14,040	21,970	33,670	27,520
Total New titles	790	1,180	3,770	6,020	1,060	3,500	6,630	9,320	8,700
Japan	10	20	370	430	50	410	780	740	830
Asia	150	200	260	360	50	250	500	840	820
North America / Europe	620	960	3,130	5,220	960	2,840	5,350	7,740	7,050
Total Repeat titles	12,190	17,900	30,420	35,750	5,520	10,540	15,340	24,350	18,820
Japan	460	690	990	1,230	290	660	950	990	1,110
Asia	240	510	700	1,000	340	680	880	1,080	1,050
North America / Europe	11,480	16,690	28,730	33,510	4,890	9,200	13,500	22,280	16,660

- Unit sales don't include the figure for free download
- As for Numbers of Titles above, for the same title released in multiple regions, the title number is counted 1 per each sales region (Japan, Asia and NA/EU)

[Unit sales of major IPs]

(Thousands)	2021/3				2022/3		
	Q1	Through Q2	Through Q3	Through Q4	Q1	Through Q2	Through Q3
Sonic series	800	2,300	3,700	4,400	1,000	2,900	4,900
Total War series	1,900	2,500	3,600	4,000	600	1,000	1,300
Persona Series	1,200	1,500	1,900	3,000	400	700	1,000
Yakuza series	300	600	1,600	2,200	700	1,800	2,500

*Yakuza series includes the JUDGMENT series.

Reference: Resort Business (PARADISE SEGASAMMY)



(KRW Billion)	2021/3		2022/3
	Through Q3	Through Q4	Through Q3
Sales	144.9	177.5	126.2
Casino	106.9	126.8	75.2
Hotel	32.8	44.4	46.7
Other	5.1	6.3	4.3
Cost of sales	174.2	216.0	131.2
Casino	78.1	95.2	48.5
Hotel	67.0	85.4	59.4
Other	29.0	35.3	23.2
Gross profit	-29.2	-38.5	-4.9
SG&A	22.0	28.1	18.8
Operating profit	-51.3	-66.7	-23.8
EBITDA	-7.0	-7.7	18.9
Net profit	-77.1	-106.2	-56.6
Number of casino visitors (Thousands)	137.0	174.0	80.0

Source: Paradise IR

SEGASAMMY Equity method acquisition amount (Billion yen)	-3.4	-4.7	-2.6
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FY2022/3 Q3 Results

- The number of casino users fell sharply due to the restriction of foreign visitors
YoY comparison: 58.4%
- EBITDA remained positive due to cost reduction

Forecast

- Recovery of revenue is expected to be delayed due to the continuing restriction of foreign visitors

*PARADISE SEGASAMMY Co., Ltd. is an equity method affiliate of SEGA SAMMY HOLDINGS INC.

*Figures for PARADISE SEGASAMMY Co., Ltd. are recorded with three months delay as its settlement of accounts is December

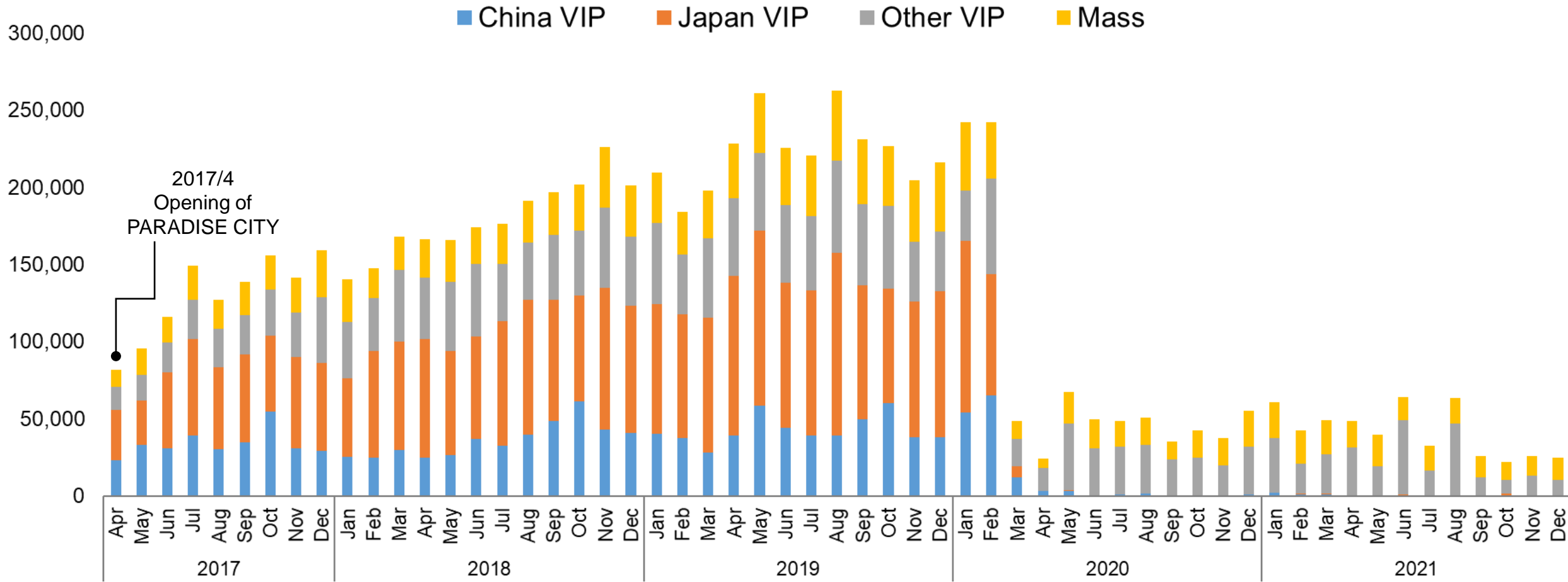
*Local accounting standard

Reference: Resort Business (PARADISE SEGASAMMY)



■ Trend of Drop amounts* at PARADISE CITY

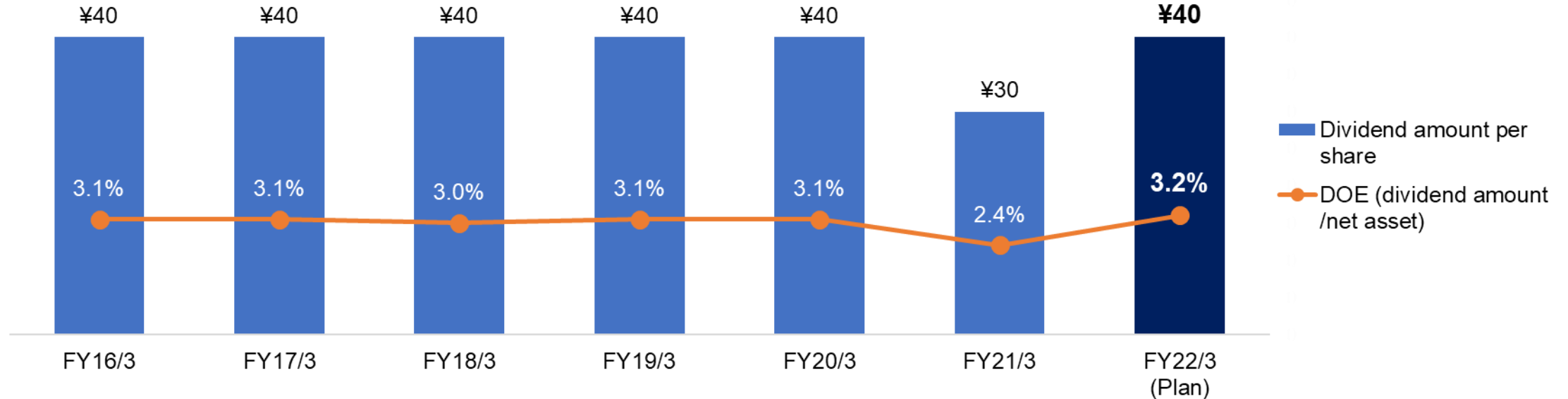
(KRW Million)



*Drop amounts: Purchased amount of chips by customers at the table

*Calculation method was changed after Jan. 2018

■ Dividend Results and Plan



From FY2022/3, introduced the following return policies while being conscious of past dividend amount results

- Dividend Policy: DOE (Dividend on Equity Ratio) 3% or more
- Total return ratio: 50% or more
- Regarding share buybacks, make flexible decision taking business performance trend and stock market trend, etc. into account



<https://www.segasammy.co.jp/english/>

Cautionary Statement for Investors and Shareholders with Respect to Nevada Gaming Statutes and Regulations

SEGA SAMMY HOLDINGS INC. (“the Company”) is registered with the Nevada Commission as a publicly traded corporation and has been found suitable to directly or indirectly own the stock of SEGA SAMMY CREATION INC., and Sega Sammy Creation USA, Inc., both of which are subsidiaries that have been licensed as manufacturers and distributors of gaming devices in Nevada. Pursuant to Nevada law, the Company’s shareholders are subject to the rules and regulations of the Nevada Gaming Authorities. A detailed explanation of Nevada gaming statutes and regulations can be found on the Company’s corporate website:

<https://www.segasammy.co.jp/english/ir/stock/regulation/>

Please visit below website for more information of products and services of SEGASAMMY.

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