

# Fiscal Year Ending March 2021 2Q Results Appendix

November 6, 2020

[Disclaimer]

Market forecasts, operating results forecast, and other information contained in this materials 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.

## 2Q Results

## Forecast

### Consolidated Business

- ◆ Significant decline in sales YoY and recording of losses
  - ✓ The negative impact of COVID-19 bottomed out in 1Q and recorded ordinary income in 2Q accounting period.
  - ✓ Recorded extraordinary losses associated with the structural reform in Amusement Center Operations area.

- ◆ Revised the full-year operating results forecast
  - ✓ Extent of losses at ordinary income phase decreased significantly from initial forecast due to the contribution of Consumer area.
  - ✓ Expect the incurrence of extra ordinary income and losses associated with the structural reform.
- ◆ Interim dividends decided to 10 yen. Year-end dividends is undecided.

### Pachislot and Pachinko Machines Business

- ◆ Resumed sales of new titles from 2Q.
- ◆ Although recorded losses, the extent of losses decreased QoQ due to the resumption of sales.

- ◆ Launch mainstay titles in line with the replacement demand at the end of 2020.
- ◆ Loss margin to remain at the same level as initial forecast as we review the sales schedule and proceed the review of inventory assets such as components.

### Entertainment Contents Business

- ◆ Although sales decreased, profit increased YoY due to the contribution of Consumer area.
- ◆ Recorded gain on valuation of securities held by a U.S. subsidiary in non-operating income.

- ◆ Continue to expect strong performance in Consumer area.
- ◆ Loss margin was restrained due to the implementation of the structural reform of Amusement Center Operations area through a review of business portfolio.
- ◆ Scheduled to record non-operating income for the movie "Sonic The Hedgehog" (some are scheduled to be recorded in the next fiscal year).

### Resort Business

- ◆ PHOENIX RESORT: Facilities utilization is in recovering trend due to "Go To travel Business". (Number of facility users YoY: 46.4%)

- ◆ Expenses for domestic IR decreased from initial assumption.
- ◆ PHOENIX RESORT: Extent of losses narrowed due to the expansion of personal demand.
- ◆ Expect to record losses in PARADISE SEGASAMMY. (non-operating expenses)

# Market and business environment for the current fiscal year

2021/3

Apr.

May.

Jun.

Jul.

Aug.

Sep.

Oct.

Nov.

Dec.

Jan.

Feb.

Mar.

Pachislot and Pachinko machines	*Halls suspended operation *Deadline for removal extended.			*Utilization has been recovering since resumption of operations			*Utilization is stable at about 70 to 80 percent, and the removal of previous regulation machines is expected to proceed from the second half of the year. *Expecting that the recovery of purchasing motivation of pachinko halls take a while as the deadline for removal extended.					
Consumer	*Growth in sales due to spending from staying at home			*Spending from staying at home is stabilized, but repeat and other sales are expected to be strong continuously.								
Amusement Machine Sales	*Revenue from rev. sharing model and machine sales decreased due to closure and declined store utilization.			*Sales environment are expected to improve gradually as utilization of facilities recovers.								
Amusement Center Operations	*Take measures of temporary closure of stores sequentially. *Sales of existing stores YoY: 27.4%			*Expecting that the utilization at facilities continues to recover						*Sales of existing stores YoY: 50.1% (Through Sep.)		
Animation / Toys	*Significant decrease in production and allocated revenues due to postponement of theatrical release, etc.						*Expecting the gradual recovery from the resumption of operation at theatres, etc.					
PHOENIX RESORT	*Temporary closure for all facilities			*Utilization recovering gradually. *The number of users continuously decline.			*Although expecting the expansion in personal demand from "Go To Travel Business", expecting the sluggish recovery in corporate and group demand.					
PARADISE SEGA SAMMY	*Suspension of operations at some facilities and casino area			*Expecting that the restriction of foreign visitors will continue *Temporary closure of some facilities from 7/1.								

# Consolidated Income Statements (Summary)



(JPY Billion)	2020/3				2021/3			
	1Q	Through 2Q	Through 3Q	Through 4Q	1Q	Through 2Q	Full Year Forecast (announced on Aug 5)	Revised Full Year Forecast (announced on Nov 6)
<b>Sales</b>	<b>72.7</b>	<b>165.5</b>	<b>280.8</b>	<b>366.5</b>	<b>48.3</b>	<b>110.2</b>	<b>277.0</b>	<b>283.0</b>
Pachislot and Pachinko Machines	17.1	44.2	86.3	108.5	2.7	10.7	56.0	60.0
Entertainment Contents	53.0	115.7	186.1	247.6	45.1	97.0	214.0	216.0
Resort	2.4	5.5	8.2	10.4	0.4	2.2	6.5	6.5
Other / Elimination	0.0	0.0	0.0	0.0	0.1	0.3	0.5	0.5
<b>Operating Income</b>	<b>3.4</b>	<b>14.6</b>	<b>28.0</b>	<b>27.6</b>	<b>-3.8</b>	<b>-3.0</b>	<b>-15.0</b>	<b>-1.5</b>
Pachislot and Pachinko Machines	1.0	7.3	19.9	23.2	-8.4	-12.0	-9.5	-10.0
Entertainment Contents	5.2	13.2	17.0	16.5	8.1	14.9	9.0	21.5
Resort	-0.8	-1.5	-2.3	-3.6	-1.7	-2.6	-6.5	-5.5
Other / Elimination	-2.0	-4.4	-6.6	-8.5	-1.8	-3.3	-8.0	-7.5
Non-operating income	0.8	1.3	1.8	3.2	0.6	3.2	4.0	5.0
Non-operating expenses	1.9	3.3	4.0	5.5	0.8	3.7	9.0	8.5
<b>Ordinary Income</b>	<b>2.3</b>	<b>12.6</b>	<b>25.8</b>	<b>25.2</b>	<b>-4.0</b>	<b>-3.5</b>	<b>-20.0</b>	<b>-5.0</b>
Pachislot and Pachinko Machines	0.9	7.2	19.4	22.7	-8.5	-12.4	-10.0	-10.5
Entertainment Contents	4.9	12.8	16.0	16.2	8.2	16.8	11.0	24.0
Resort	-1.6	-3.1	-3.3	-5.3	-2.1	-4.6	-12.5	-11.0
Other / Elimination	-1.9	-4.3	-6.3	-8.4	-1.6	-3.3	-8.5	-7.5
Ordinary Income Margin	3.2%	7.6%	9.2%	6.9%	-	-	-	-
Extraordinary income	0.0	0.0	3.0	3.1	0.2	1.5	0.2	7.5
Extraordinary losses	0.1	0.1	0.5	1.2	2.5	21.1	3.2	34.0
<b>Income before income taxes</b>	<b>2.2</b>	<b>12.5</b>	<b>28.3</b>	<b>27.1</b>	<b>-6.4</b>	<b>-23.1</b>	<b>-23.0</b>	<b>-31.5</b>
<b>Profit attributable to owners of parent</b>	<b>1.7</b>	<b>9.8</b>	<b>22.9</b>	<b>13.7</b>	<b>-3.3</b>	<b>-21.7</b>	<b>-17.0</b>	<b>-24.5</b>
<b>Dividends per share (JPY)</b>	<b>-</b>	<b>20.00</b>	<b>20.00</b>	<b>40.00</b>	<b>-</b>	<b>10.00</b>	<b>-</b>	<b>-</b>
<b>Earnings per share (JPY)</b>	<b>7.32</b>	<b>42.05</b>	<b>97.92</b>	<b>58.65</b>	<b>-14.04</b>	<b>-92.38</b>	<b>-72.31</b>	<b>104.21</b>
<b>Net Assets per share (JPY)</b>	<b>1,259.70</b>	<b>1,276.36</b>	<b>1,318.14</b>	<b>1,251.02</b>	<b>1,219.49</b>	<b>1,149.63</b>	<b>-</b>	<b>-</b>

\*The results of FY2020/3 reflect the change of segment classification retrospectively.

# Costs and Expenses

(JPY Billion)	2020/3				2021/3			
	1Q	Through 2Q	Through 3Q	Through 4Q	1Q	Through 2Q	Full Year Forecast (announced on Aug 5)	Revised Full Year Forecast (announced on Nov 6)
<b>R&amp;D Expense / Content Production Expense</b>	<b>17.1</b>	<b>33.5</b>	<b>56.4</b>	<b>76.5</b>	<b>14.7</b>	<b>28.3</b>	<b>64.2</b>	<b>62.7</b>
Pachislot and Pachinko Machines	4.3	8.9	14.3	18.1	5.4	9.3	17.3	17.5
Entertainment Contents	12.8	24.7	42.3	58.6	9.2	19.0	46.8	45.2
Resort	0.0	0.0	0.1	0.1	0.0	0.0	0.0	0.0
Other / Elimination	0.0	-0.1	-0.3	-0.3	0.1	0.0	0.1	0.0
<b>Cap-ex</b>	<b>5.1</b>	<b>10.5</b>	<b>16.1</b>	<b>22.8</b>	<b>3.6</b>	<b>7.2</b>	<b>15.2</b>	<b>13.9</b>
Pachislot and Pachinko Machines	0.9	1.8	2.5	3.5	1.1	1.8	3.6	3.6
Entertainment Contents	4.0	8.3	12.9	18.2	2.2	5.0	10.7	9.4
Resort	0.0	0.1	0.1	0.2	0.0	0.0	0.3	0.3
Other / Elimination	0.2	0.3	0.6	0.9	0.3	0.4	0.6	0.6
<b>Depreciation</b>	<b>3.6</b>	<b>7.3</b>	<b>10.9</b>	<b>14.8</b>	<b>3.6</b>	<b>7.3</b>	<b>13.4</b>	<b>13.1</b>
Pachislot and Pachinko Machines	1.0	1.9	2.8	3.6	0.8	1.7	2.9	2.8
Entertainment Contents	2.1	4.2	6.4	8.9	2.2	4.5	8.5	8.2
Resort	0.2	0.5	0.8	1.1	0.2	0.4	0.9	1.0
Other / Elimination	0.3	0.7	0.9	1.2	0.4	0.7	1.1	1.1
<b>Advertising</b>	<b>3.6</b>	<b>8.5</b>	<b>12.9</b>	<b>17.4</b>	<b>2.0</b>	<b>5.6</b>	<b>16.9</b>	<b>16.3</b>
Pachislot and Pachinko Machines	0.2	0.8	1.2	1.5	0.1	0.7	2.0	2.1
Entertainment Contents	3.0	6.4	10.2	14.1	1.7	4.5	13.4	12.8
Resort	0.1	0.2	0.3	0.4	0.0	0.1	0.2	0.3
Other / Elimination	0.3	1.1	1.2	1.4	0.2	0.3	1.3	1.1

\*The results of FY2020/3 reflect the change of segment classification retrospectively.

# Consolidated Balance Sheet (Summary)

(JPY billion)				[Liabilities and Net Assets]			
[Assets]				[Liabilities and Net Assets]			
Account	As of end of March 2020	As of end of Sep 2020	Change	Account	As of end of March 2020	As of end of Sep 2020	Change
Cash and Deposits	159.0	139.1	-19.9	Accounts Payable	17.8	13.6	-4.2
Accounts Receivable	40.4	26.1	-14.3	Corporate Bonds	10.0	-	-10.0
Short term investment securities	5.3	5.1	-0.2	Short Term Loans Payable	13.3	39.1	+25.8
Inventories	47.0	59.7	+12.7	Other	45.0	34.4	-10.6
Other	17.2	32.0	+14.8	<b>Total Current Liabilities</b>	<b>86.1</b>	<b>87.1</b>	<b>+1.0</b>
<b>Total Current Assets</b>	<b>268.9</b>	<b>262.0</b>	<b>-6.9</b>	Corporate Bonds	10.0	10.0	-
Tangible Fixed Assets	86.6	67.3	-19.3	Long Term Loans Payable	42.0	42.0	-
Intangible Fixed Assets	17.9	18.0	+0.1	Other	23.2	22.5	-0.7
Investment Securities	55.0	58.9	+3.9	<b>Total Noncurrent Liabilities</b>	<b>75.2</b>	<b>74.5</b>	<b>-0.7</b>
Other	29.7	28.1	-1.6	<b>Total Liabilities</b>	<b>161.4</b>	<b>161.7</b>	<b>+0.3</b>
				Shareholders Equity	301.2	274.8	-26.4
				Total accumulated other comprehensive income	-7.1	-4.5	+2.6
				Warrants	0.8	-	-0.8
				Non-controlling intesrests	1.9	2.3	+0.4
<b>Total Noncurrent Assets</b>	<b>189.2</b>	<b>172.3</b>	<b>-16.9</b>	<b>Total Net Assets</b>	<b>296.8</b>	<b>272.6</b>	<b>-24.2</b>
<b>Total Assets</b>	<b>458.2</b>	<b>434.4</b>	<b>-23.8</b>	<b>Total Liabilities and Net Assets</b>	<b>458.2</b>	<b>434.4</b>	<b>-23.8</b>

# Segment Results: Pachislot and Pachinko Machines

(JPY Billion)	2020/3				2021/3			
	1Q	Through 2Q	Through 3Q	Through 4Q	1Q	Through 2Q	Full Year Forecast (announced on Aug 5)	Revised Full Year Forecast (announced on Nov 6)
<b>Sales</b>	<b>17.1</b>	<b>44.2</b>	<b>86.3</b>	<b>108.5</b>	<b>2.7</b>	<b>10.7</b>	<b>56.0</b>	<b>60.0</b>
Pachislot	7.0	11.1	46.2	54.1	0.2	2.0	19.7	14.9
Pachinko	5.4	23.8	26.8	37.4	0.0	3.7	26.7	35.8
Other / Elimination	4.7	9.3	13.3	17.0	2.5	5.0	9.6	9.3
<b>Operating Income</b>	<b>1.0</b>	<b>7.3</b>	<b>19.9</b>	<b>23.2</b>	<b>-8.4</b>	<b>-12.0</b>	<b>-9.5</b>	<b>-10.0</b>
Non-operating income	0.1	0.2	0.4	0.7	0.1	0.2	0.3	0.5
Non-operating expenses	0.1	0.3	0.8	1.1	0.2	0.6	0.8	1.0
<b>Ordinary Income</b>	<b>0.9</b>	<b>7.2</b>	<b>19.4</b>	<b>22.7</b>	<b>-8.5</b>	<b>-12.4</b>	<b>-10.0</b>	<b>-10.5</b>
Ordinary Income Margin	5.3%	16.3%	22.5%	20.9%	-	-	-	-
<b>Pachislot</b>								
Number of Titles	<b>0 title</b>	<b>1 title</b>	<b>3 titles</b>	<b>5 titles</b>	<b>0 title</b>	<b>1 title</b>	<b>8 titles</b>	<b>6 titles</b>
Unit Sales (units)	<b>17,930</b>	<b>28,360</b>	<b>105,860</b>	<b>123,336</b>	<b>485</b>	<b>4,885</b>	<b>52,000</b>	<b>38,300</b>
<b>Pachinko</b>								
Number of Titles	<b>2 titles</b>	<b>4 titles</b>	<b>5 titles</b>	<b>7 titles</b>	<b>0 title</b>	<b>2 titles</b>	<b>5 titles</b>	<b>5 titles</b>
Unit Sales (units)	<b>16,212</b>	<b>66,140</b>	<b>75,094</b>	<b>104,581</b>	<b>177</b>	<b>11,342</b>	<b>71,000</b>	<b>89,200</b>
Board + Frame	8,020	15,850	18,878	33,056	54	1,187	44,000	63,500
Board	8,192	50,290	56,216	71,525	123	10,155	27,000	25,700

\*From FY2021/3, the gaming machine business, which develops and sells gaming machines for casino, was shifted from Amusement Machine Sales area of Entertainment Contents Business segment to Pachislot and Pachinko Machines Business segment.

\*The results of FY2020/3 reflect the change of segment classification retrospectively.

## Major Titles in FY2021/3

New title  
Specification changed title

~ FY2021/3 2Q

FY2021/3 3Q~



(Titles launched in 2Q)		Installed from	Total sales
Pachislot	Pachislot Shin Hokuto Muso	July	4,295 Units
Pachinko	P Psalms of Planets Eureka Seven HI-EVOLUTION ZERO	August	10,213 Units
	P ROAD TO EDEN	September	940 Units

(Titles to be launched after 3Q)		Installed from
Pachislot	Pachislot Kaidoumokuhiroku kaiji numa	October
	Pachislot The Seven deadly Sins	November
	Pachislot Initial D	January
Pachinko	P BIG DREAM2 GEKISHIN 199Ver.	November
	P Shin Hokuto Muso Chapter 3	December
	Dejihane PA Psalms of Planets Eureka Seven HI-EVOLUTION ZERO	January

(JPY Billion)	2020/3				2021/3			
	1Q	Through 2Q	Through 3Q	Through 4Q	1Q	Through 2Q	Full Year Forecast (announced on Aug 5)	Revised Full Year Forecast (announced on Nov 6)
<b>Sales</b>	<b>53.0</b>	<b>115.7</b>	<b>186.1</b>	<b>247.6</b>	<b>45.1</b>	<b>97.0</b>	<b>214.0</b>	<b>216.0</b>
Consumer	26.7	55.8	90.2	125.5	32.4	61.4	125.0	132.5
Amusement Machine Sales	10.1	24.6	41.1	51.0	5.4	13.6	35.0	37.5
Amusement Center Operations	10.4	22.0	32.2	41.9	3.4	11.8	28.0	20.0
Animation / Toy	5.0	11.7	20.3	26.2	3.4	9.0	24.0	24.0
Other / Elimination	0.6	1.6	2.2	2.9	0.4	1.2	2.0	2.0
<b>Operating Income</b>	<b>5.2</b>	<b>13.2</b>	<b>17.0</b>	<b>16.5</b>	<b>8.1</b>	<b>14.9</b>	<b>9.0</b>	<b>21.5</b>
Consumer	5.3	9.7	12.1	14.7	12.5	20.3	22.5	30.0
Amusement Machine Sales	-0.4	0.7	1.1	-0.6	-1.6	-1.9	-3.5	-2.5
Amusement Center Operations	0.7	1.9	1.7	1.4	-2.0	-2.7	-7.5	-4.5
Animation / Toy	0.3	1.7	2.9	2.7	-0.0	0.2	0.5	0.9
Other / Elimination	-0.7	-0.9	-0.9	-1.7	-0.8	-1.0	-3.0	-2.4
Non-operating income	0.3	0.3	0.3	1.3	0.2	2.5	3.0	3.3
Non-operating expenses	0.6	0.8	1.3	1.6	0.1	0.6	1.0	0.8
<b>Ordinary Income</b>	<b>4.9</b>	<b>12.8</b>	<b>16.0</b>	<b>16.2</b>	<b>8.2</b>	<b>16.8</b>	<b>11.0</b>	<b>24.0</b>
Ordinary Income Margin	9.2%	11.1%	8.6%	6.5%	18.2%	17.3%	5.1%	11.1%
<b>No. of domestic amusement centers</b>	<b>191</b>	<b>192</b>	<b>195</b>	<b>192</b>	<b>195</b>	<b>193</b>	<b>194</b>	<b>-</b>
<b>YoY sales rate comparison of existing amusement centers</b>	<b>109.0%</b>	<b>103.6%</b>	<b>100.7%</b>	<b>97.7%</b>	<b>27.4%</b>	<b>50.1%</b>	<b>62.7%</b>	<b>-</b>

\*As the breakdown of sub-segment, Digital Games area and Packaged Games area have been integrated into 1 sub-segment and changed the name to Consumer area from FY2021/3.

\*From FY2021/3, the gaming machine business, which develops and sells gaming machines for casino, was shifted from Amusement Machine Sales area of Entertainment Contents Business segment to Pachislot and Pachinko Machines Business segment.

\*The results of FY2020/3 reflect the change of segment classification retrospectively.

# Segment Results: Entertainment Contents Business

## Consumer Area (KPI)

<Sales by Business Model>

(JPY Billion)	2020/3				2021/3			
	1Q	Through 2Q	Through 3Q	Through 4Q	1Q	Through 2Q	Full Year Forecast (announced on Aug 5)	Revised Full Year Forecast (announced on Nov 6)
<b>Sales</b>	<b>26.7</b>	<b>55.8</b>	<b>90.2</b>	<b>125.5</b>	<b>32.4</b>	<b>61.4</b>	<b>125.0</b>	<b>132.5</b>
Domestic	12.9	27.0	45.9	64.2	12.4	27.9	58.0	66.3
Overseas	13.9	29.0	45.4	63.9	19.6	33.4	69.2	67.6
Overseas sales ratio	52.1%	52.0%	50.3%	50.9%	60.5%	54.4%	55.4%	51.0%
Other / Elimination	-0.1	-0.2	-1.2	-2.6	0.2	0.1	-2.3	-1.4
<b>Full Game</b>	<b>11.5</b>	<b>19.4</b>	<b>37.8</b>	<b>57.0</b>	<b>14.4</b>	<b>25.2</b>	<b>51.3</b>	<b>48.5</b>
<b>Japan</b>	<b>0.7</b>	<b>1.7</b>	<b>9.0</b>	<b>15.3</b>	<b>1.8</b>	<b>2.9</b>	<b>5.6</b>	<b>6.6</b>
New titles	0.2	0.6	7.5	12.5	0.0	0.1	1.2	1.9
Repeat titles	0.5	1.1	1.5	2.7	1.7	2.7	4.4	4.7
<b>Asia</b>	<b>0.8</b>	<b>1.3</b>	<b>2.3</b>	<b>5.3</b>	<b>1.3</b>	<b>2.1</b>	<b>4.7</b>	<b>4.6</b>
New titles	0.4	0.5	1.1	3.5	0.7	1.0	2.0	1.9
Repeat titles	0.3	0.8	1.1	1.7	0.5	1.1	2.7	2.7
<b>North America / Europe</b>	<b>9.9</b>	<b>16.3</b>	<b>26.4</b>	<b>36.3</b>	<b>11.1</b>	<b>20.2</b>	<b>40.9</b>	<b>37.2</b>
New titles	6.6	10.1	16.9	22.9	1.2	4.1	17.3	13.9
Repeat titles	3.3	6.1	9.4	13.3	9.9	16.1	23.6	23.3
Download sales ratio	65.9%	58.6%	48.4%	46.0%	66.5%	67.7%	62.0%	61.8%
<b>F2P</b>	<b>9.1</b>	<b>18.1</b>	<b>27.6</b>	<b>38.1</b>	<b>11.1*</b>	<b>25.5</b>	<b>47.1</b>	<b>58.1</b>
Japan	8.4	16.9	25.8	35.3	9.1*	21.5	40.6	50.4
Asia	0.0	0.0	0.1	0.3	0.0	0.1	0.7	0.7
North America / Europe	0.6	1.1	1.6	2.4	1.9	3.9	5.8	7.0
<b>Other</b>	<b>6.1</b>	<b>18.4</b>	<b>25.8</b>	<b>33.0</b>	<b>6.5*</b>	<b>10.6</b>	<b>28.7</b>	<b>27.3</b>

\*Portion of figures for FY2021/3 1Q have been revised.

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.

Others = Sales of additional downloadable contents, consignment sales of 3rd party titles, revenue from consignment development, transfer of titles, offering of titles in batches to 1st parties, sales of non-game software products, etc.

	2020/3				2021/3			
	1Q	Through 2Q	Through 3Q	Through 4Q	1Q	Through 2Q	Full Year Forecast (announced on Aug 5)	Revised Full Year Forecast (announced on Nov 6)
<b>Full Game: Number of Titles</b>	<b>9 titles</b>	<b>13 titles</b>	<b>26 titles</b>	<b>36 titles</b>	<b>4 titles</b>	<b>6 titles</b>	<b>30 titles</b>	<b>22 titles</b>
Japan	2 titles	3 titles	9 titles	11 titles	0 title	0 title	3 titles	2 titles
Asia	3 titles	3 titles	6 titles	12 titles	1 title	1 title	12 titles	7 titles
North America / Europe	4 titles	7 titles	11 titles	13 titles	3 titles	5 titles	15 titles	13 titles
<b>Full Game: Sales in Units (Thousands)</b>	<b>6,490</b>	<b>12,100</b>	<b>20,570</b>	<b>28,570</b>	<b>12,980</b>	<b>19,080</b>	<b>34,100</b>	<b>33,040</b>
<b>Japan</b>	<b>270</b>	<b>610</b>	<b>1,760</b>	<b>2,790</b>	<b>470</b>	<b>720</b>	<b>1,370</b>	<b>1,610</b>
New titles	60	170	1,180	1,910	10	20	270	420
Repeat titles	210	440	580	880	460	690	1,090	1,190
<b>Asia</b>	<b>240</b>	<b>420</b>	<b>680</b>	<b>1,360</b>	<b>400</b>	<b>710</b>	<b>1,470</b>	<b>1,580</b>
New titles	130	130	300	780	150	200	450	450
Repeat titles	110	280	380	580	240	510	1,020	1,130
<b>North America / Europe</b>	<b>5,970</b>	<b>11,060</b>	<b>18,110</b>	<b>24,410</b>	<b>12,100</b>	<b>17,660</b>	<b>31,250</b>	<b>29,850</b>
New titles	2,110	3,240	5,970	8,790	620	960	6,300	4,720
Repeat titles	3,860	7,820	12,140	15,620	11,480	16,690	24,940	25,130
<b>Total New titles</b>	<b>2,300</b>	<b>3,550</b>	<b>7,460</b>	<b>11,480</b>	<b>790</b>	<b>1,180</b>	<b>7,040</b>	<b>5,580</b>
<b>Total Repeat titles</b>	<b>4,180</b>	<b>8,550</b>	<b>13,110</b>	<b>17,090</b>	<b>12,190</b>	<b>17,900</b>	<b>27,050</b>	<b>27,460</b>

\*Not including the figure for free download

\*Numbers of titles and sales units of Full Game in FY2020/3 results was revised due to the change of subsegment classifications

## 2021/3 2Q Major Titles

2Q titles	Release	Platform	Launched region
A Total War Saga: TROY	2020/8	PC	Japan / Asia / North America / Europe
Repeat titles		Platform	Launched region
Total War series		PC	Japan / Asia / North America / Europe
Sonic series		Multi-platform	Japan / Asia / North America / Europe
Football Manager series		PC	Japan / Asia / North America / Europe

2021/3 2Q Results of Titles

Series	Unit Sales	Name of main titles (released month)	
<b>Total War</b>	<b>Approx. 2,500K units</b>	“Total War: SHOGUN 2” (March 2011) “Total War: ROME II” (September 2013)	“Total War: WARHAMMER 2” (September 2017) “Total War: Three Kingdoms” (May 2019), etc.
<b>Sonic</b>	<b>Approx. 2,300K units</b>	“Mario & Sonic at the Olympic Games Tokyo 2020” (November 2019) “Team Sonic Racing” (May 2019)	“Sonic Generations” (December 2011) “Sonic Mania” (August 2017), etc.
<b>Football Manager</b>	<b>Approx. 1,500K units</b>	“Football Manager 2020” (November 2019)	“Football Manager 2020 Mobile” (November 2019), etc.
<b>Persona</b>	<b>Approx. 1,500K units</b>	“Persona 4 The Golden” (June 2020) “Persona 5 Royal” (October 2019)	“Persona 5” (September 2016) “Persona 5 Scramble: The Phantom Strikers” (February 2020), etc.
<b>Other</b>	—	“Alien: Isolation” (October 2014) “Endless Space2” (May 2017)	“Two Point Hospital” (August 2018) “Yakuza 0” (March 2015), etc.

## Consumer Area (KPI)

### <Sales breakdown of F2P>

(JPY Billion)	2020/3				2021/3			
	1Q	Through 2Q	Through 3Q	Through 4Q	1Q	Through 2Q	Full Year Forecast (announced on Aug 5)	Revised Full Year Forecast (announced on Nov 6)
<b>Sales</b>	<b>9.1</b>	<b>18.1</b>	<b>27.6</b>	<b>38.1</b>	<b>11.1*</b>	<b>25.5</b>	<b>47.1</b>	<b>58.1</b>
Titles before FY2018/3	6.5	12.7	18.2	24.5	5.1	11.4	19.2	22.5
Titles released in FY2019/3	2.4	4.7	7.0	9.1	2.2	5.2	8.3	9.0
Titles released in FY2020/3	0.0	0.6	2.3	4.4	2.1*	4.8	5.9	9.2
Titles release in FY2021/3	-	-	-	-	1.5	4.1	13.5	17.3

\*Portion of figures for FY2021/3 1Q have been revised.

### <Numbers of titles for F2P>

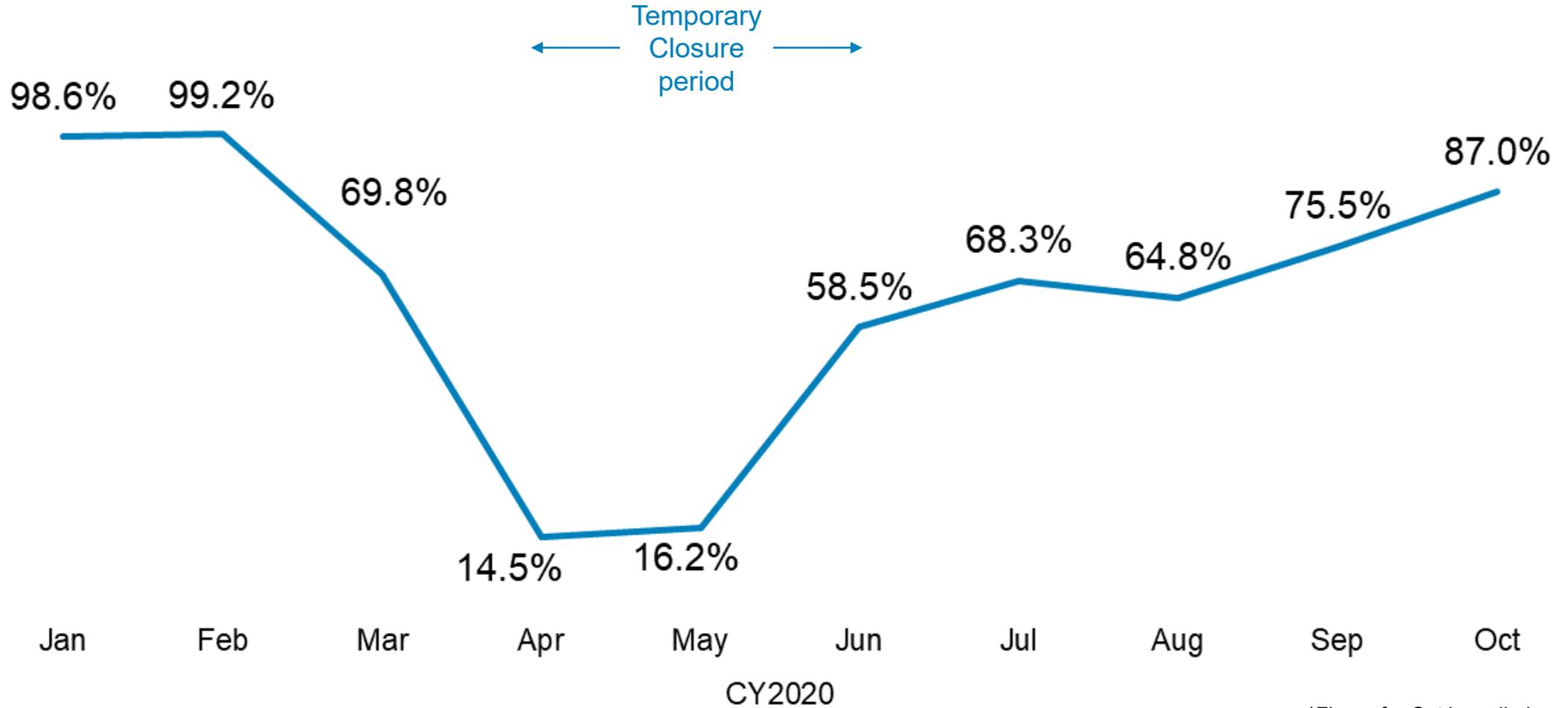
	2020/3				2021/3			
	1Q	Through 2Q	Through 3Q	Through 4Q	1Q	Through 2Q	Full Year Forecast (announced on Aug 5)	Revised Full Year Forecast (announced on Nov 6)
No. of new titles launched	1	4	4	4	2	4	5	5
No. of titles in operation	20	21	20	19	20	22	23	22
No. of titles ended services	-4	-6	-7	-8	-1	-1	-1	-2

### <Top 3 titles in sales for F2P>

Title name	Release
1. PHANTASY STAR ONLINE 2	2012/7
2. PHANTASY STAR ONLINE 2 (Global Version)	2020/4
3. FIST OF THE NORTH STAR LEGENDS ReVIVE	2019/9

\*Top three titles in the period of Jul-Sep 2020

## Amusement Center Area (KPI)



\*Figure for Oct is preliminary value

## Major Titles in 2Q and titles to be launched in and after 3Q, fiscal year ending Mar 2021



## ■ Major Titles in 2Q and titles to be launched in and after 3Q, fiscal year ending Mar 2021

		2Q	3Q~	
Consumer	Full Game	Persona 4 The Golden	Shin Megami Tensei III NOCTURNE HD REMASTER	HUMANKIND™ *April 2021
		A Total War Saga: TROY	YAKUZA: LIKE A DRAGON	Shin Megami Tensei V *Within 2021
			Puyo Puyo™ Tetris® 2	
Amusement Machine Sales	< Existing titles > KanColle Arcade / StarHorse Series / Fate/Grand Order Arcade /WCCF FOOTISTA 2019			
	maimai Series / O · N · G · E · K · I / CHUNITHM Series			
		TRANSFORMERS SHADOWS RISING	fiz	Initial D THE ARCADE
Animation/Toys		Sonic The Hedgehog (in Japan)		
		Disney&Disney/Pixar Characters Magical Smart Note	Disney Characters D.I.Y. TOWN Series	

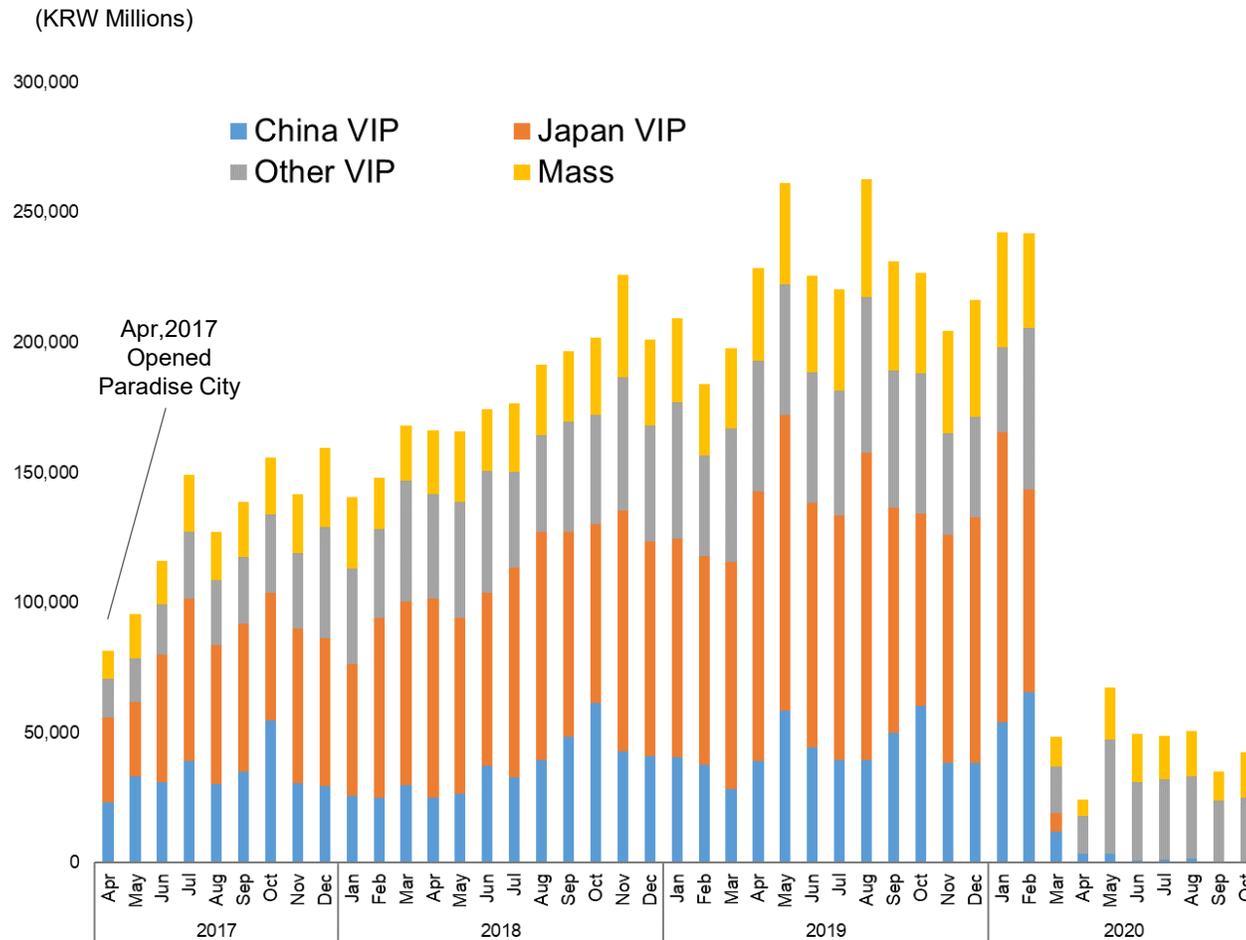
(JPY Billion)	2020/3				2021/3			
	1Q	Through 2Q	Through 3Q	Through 4Q	1Q	Through 2Q	Full Year Forecast (announced on Aug 5)	Revised Full Year Forecast (announced on Nov 6)
<b>Sales</b>	2.4	5.5	8.2	10.4	0.4	2.2	6.5	6.5
<b>Operating Income</b>	-0.8	-1.5	-2.3	-3.6	-1.7	-2.6	-6.5	-5.5
Non-operating income	0.1	0.2	0.2	0.2	0.0	0.0	0.0	0.2
Non-operating expenses	0.9	1.7	1.2	1.9	0.3	2.0	6.0	5.7
<b>Ordinary Income</b>	-1.6	-3.1	-3.3	-5.3	-2.1	-4.6	-12.5	-11.0
Ordinary Income Margin	-	-	-	-	-	-	-	-

## <PHOENIX RESORT>

<b>Sales</b>	2.2	5.0	7.7	9.9	0.3	2.0	6.0	6.1
<b>Operating Income</b>	-0.1	-0.1	-0.0	-0.2	-1.0	-1.6	-2.4	-2.1
<b>No. of facility users (Thousands)</b>	189	454	658	839	44	211	484	539
3 accommodation facilities	75	194	283	359	12	78	200	224
2 golf courses	25	46	70	92	9	31	70	73
Other facilities	89	214	305	388	23	102	214	242

## Transition of Drop amount\* at Paradise City

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



(KRW Billion)	FY2020 2Q Results	FY2021 2Q Results
<b>Sales</b>	196.4	115.7
Casino	161.1	91.8
Hotel	28.3	19.4
Other	7.0	4.4
<b>Cost of sales</b>	182.1	126.1
Casino	93.1	59.2
Hotel	57.4	46.2
Other	31.5	20.6
<b>Gross profit</b>	14.3	-10.4
SG&A	26.4	15.3
<b>Operating profit</b>	-12.0	-25.7
<b>EBITDA</b>	19.4	4.0
<b>Net profit</b>	-27.6	-41.7
<b>Number of casino visitors (Thousands)</b>	181	101
Source: Paradise IR		
<b>SEGASAMMY</b>		
<b>Equity method acquisition amount (Billion yen)</b>	<b>-1.5</b>	<b>-1.9</b>

\* PARADISE SEGASAMMY Co., Ltd. is an equity method affiliate

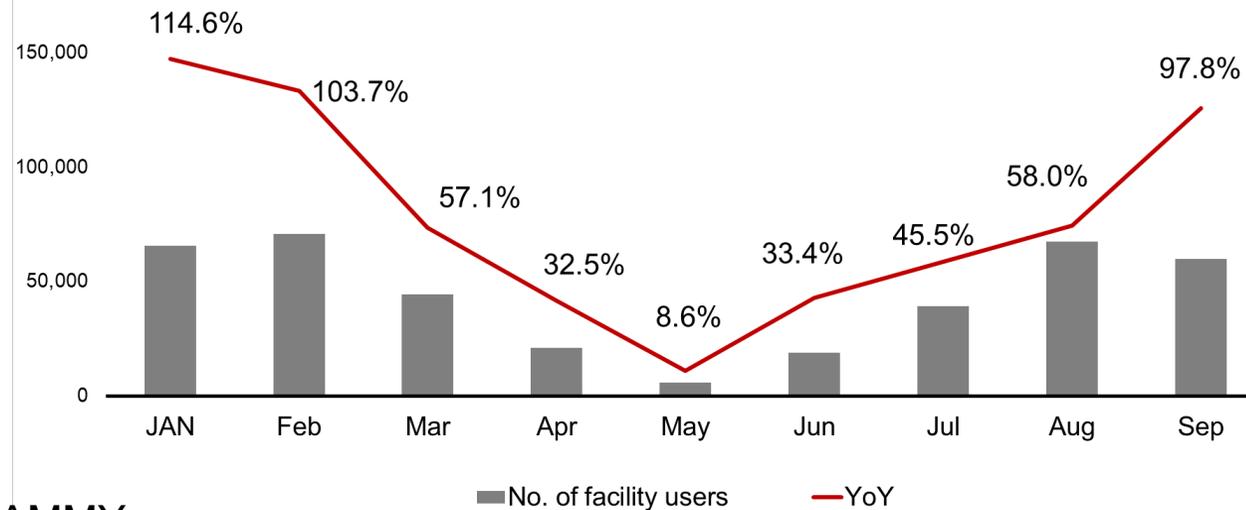
\* Figures for PARADISE SEGASAMMY Co., Ltd. are recorded with three months delay

\* Local accounting standards

## ■ PHENIX RESORT

Number of facilities users and YoY comparison

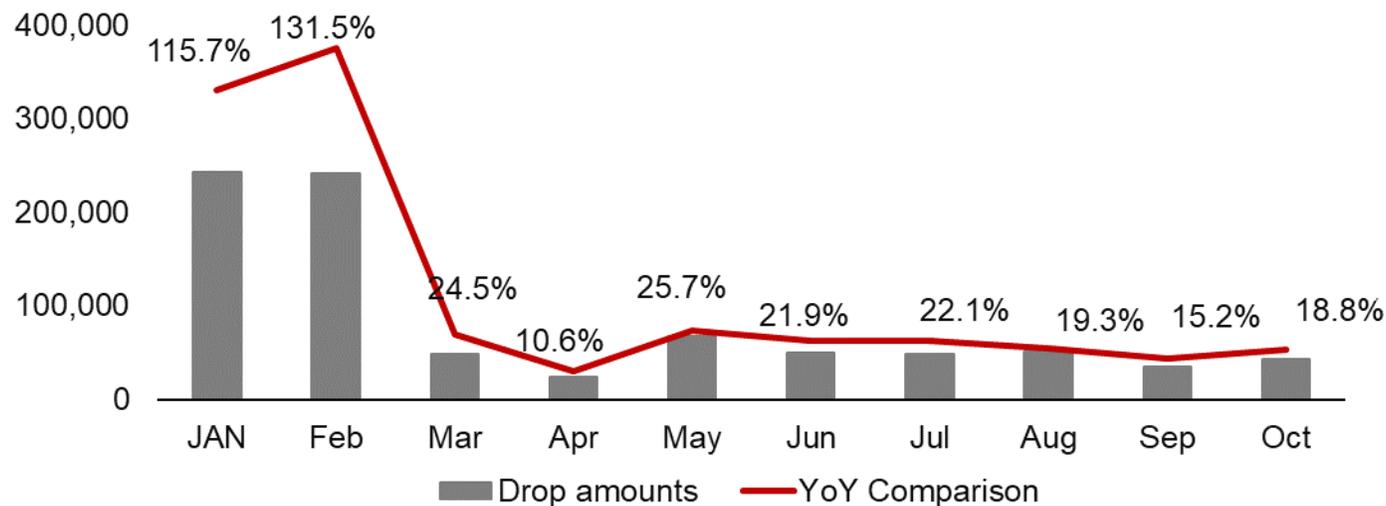
(Users)



## ■ PARADISE SEGASAMMY

Drop amount and YoY comparison

(KRW Million)





■Exterior



■Golf Course



■Convention Center

<Overview>

<b>Facility name</b>	Phoenix Seagaia Resort	
<b>Operating company</b>	Phoenix Resort Co., Ltd.	
<b>Facility address</b>	3083 Aza Hamayama, O-Aza Shioji, Miyazaki City, Miyazaki Prefecture	
<b>Access</b>	<ul style="list-style-type: none"> <li>■Miyazaki Airport 20-minute by car</li> <li>■JR Miyazaki train station Approx. 25-minute by public bus(chargeable) 15-minute by car</li> <li>■Express way Approx. 25-minute drive from Miyazaki Interchange</li> </ul>	
<b>Number of employees</b>	753 (as of September 30 2020 (including, concurrent officers, full-time employees, seconded employees, contract employees and part-time employees))	
<b>Site area</b>	2,511,144m <sup>2</sup>	
<b>Facility composition</b>	Hotel	950 rooms (Sheraton Grande Ocean Resort, Luxze Hitotsuba and Cottage HIMUKA)
	Golf Courses	45 holes (Phoenix Country Club, Tom Watson Golf Course), Phoenix Golf Academy
	Convention Center	Approx. 5,500 m <sup>2</sup> (capacity for approx. 5,000 people)
	Other Entertainment Facilities etc.	Spa, hot springs, fitness club, horse riding club, tennis court and wedding halls



■Exterior

■Casino facility

■Lobby lounge (Hotel)

<Overview>

<b>Facility name</b>	PARADISE CITY
<b>Operating company</b>	PARADISE SEGASAMMY Co.,Ltd.
<b>Facility address</b>	186, Yeongjonghaeannam-ro 321-gil, Jung-gu, Incheon, Republic of Korea
<b>Access to PARADISE CITY</b>	<ul style="list-style-type: none"> <li>■3-minute drive by car or shuttle bus (free of charge) 5-minute ride on linear monorail (free of charge) and 15-minute walk from Incheon International Airport</li> <li>■Also a 5-minute drive from Incheon Interchange on the expressway</li> </ul>
<b>Number of employees</b>	1,698 (as of September 30, 2020) (including, concurrent officers, full-time employees, seconded employees, contract employees and part-time employees)
<b>Site area</b>	330,000 m <sup>2</sup>
<b>Investment amount</b>	Approx. 1,567.5 billion KRW (amount invested by SEGA SAMMY: 331.9 billion KRW; shareholding ratio: 45%)
<b>Facility composition</b>	<ul style="list-style-type: none"> <li>• Casino (table games: 158 units, electronic table games: 4 units 62 seats, slot machines: 291 units)</li> <li>• Hotel (711 rooms; additional facilities: restaurant, banquet hall, indoor and outdoor pools, etc.)</li> <li>• Convention · PLAZA (Commercial facility / cultural center, shopping mall)</li> </ul> <p>Facilities in temporary suspension (from Jul 1, 2020)</p> <ul style="list-style-type: none"> <li>• SPA · CLUB · Boutique Hotel (58 rooms)</li> <li>• WONDER BOX (for families)</li> </ul>

<b>Casino facility</b>		Upper limit for square measures of gaming areas within casino facility is 3% of the total floor area of IR facilities
<b>Facility No.1:</b>	<b>International convention and conference facilities</b>	Capacity of the largest international convention and conference room must be more than 1,000 people. Total capacity of whole international convention and conference facilities must be more than twice of the capacity of the largest international convention and conference room.
<b>Facility No.2:</b>	<b>Exhibition facilities</b>	<p>Square measures of exhibition facilities must meet the standards according to the below tier based on capacity of the largest international convention and conference room.</p> <p>(Capacity of the largest international convention and conference room)</p> <ul style="list-style-type: none"> <li>• More than 1,000 and less than 3,000 people ⇔ Total floor area of exhibition facilities: more than 120K m<sup>2</sup></li> <li>• More than 3,000 and less than 6,000 people ⇔ Total floor area of exhibition facilities: more than 60K m<sup>2</sup></li> <li>• More than 6,000 people ⇔ Total floor area of exhibition facilities: more than 20K m<sup>2</sup></li> </ul>
<b>Facility No.3:</b>	<b>Facilities enhancing the attractiveness of tourism</b>	Theater, entertainment hall, concert hall, stadium, cinema, museum, gallery, restaurant and other facilities that contribute enhancing the attractiveness of Japanese tourism
<b>Facility No.4:</b>	<b>Facilities with customer transfer functions</b>	Facilities satisfying below 4 conditions 1) showcase function, 2) concierge function, 3) multilingual support function, 4) sufficient facility scale
<b>Facility No.5:</b>	<b>Accommodation facilities</b>	Total square measures for floor area of all guest rooms must be more than 100K m <sup>2</sup> and facilities must have suite rooms with appropriate square measures and certain ratio of suite rooms.
<b>Facility No. 6</b>	<b>Other facilities</b>	Facility contributing to the promotion of visit and stay of domestic and inbound tourists
<b>Other: Restriction of casino ads</b>		Can applies only to places where foreign travelers can stay until they complete immigration procedures at airports operating international flights and passenger terminals of ports where foreign cruise ships are in service
<b>Other: Transaction subject to report</b>		Cash transactions exceeding 1 million yen between casino business operators and customers

## < APPENDIX : Overview of revision to the rules >

<b>Date of enforcement</b>	<b>February 1, 2018</b>
<b>Pachislot and pachinko machine manufacturers</b>	(1) Matters related to regulations of pay-out balls/medals (2) Addition of standards for pachislot and pachinko machines with which pay-out balls/medals information can be easily checked (3) Introduction of “multi stage payout-ratio” to pachinko machines
<b>Pachinko halls</b>	(4) Addition of responsibilities of administrators

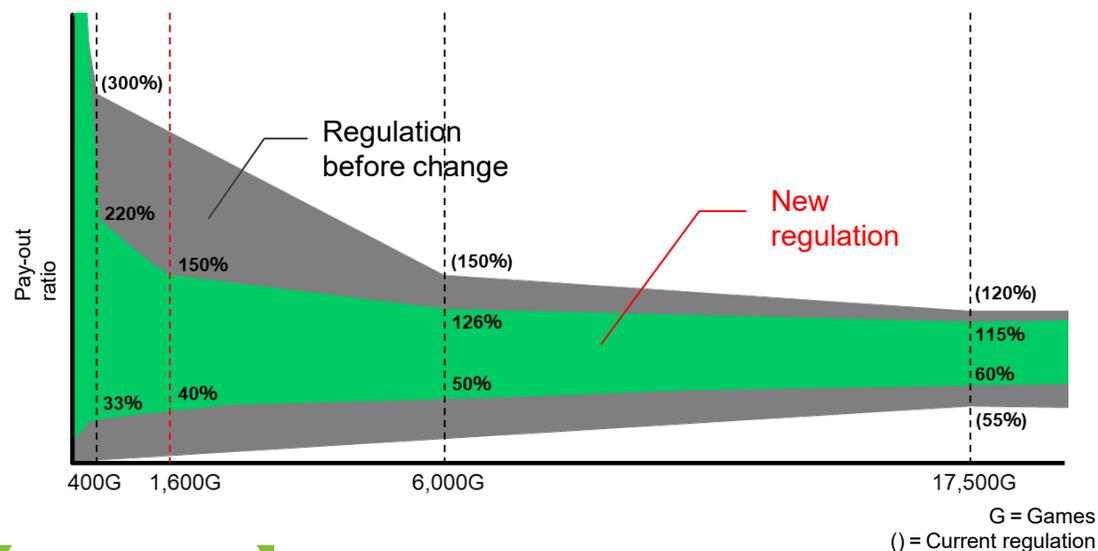
- ✓ **Curbing of gambling element is intended in the matters related to regulations of pay-out balls/medals.**
- ✓ **“Multi stage payout-ratio” is newly approved for pachinko machines.**

\* (2) Able to play without touching balls and medals (record and pay-out electronically)

# Pachislot and Pachinko Machines revision of rules

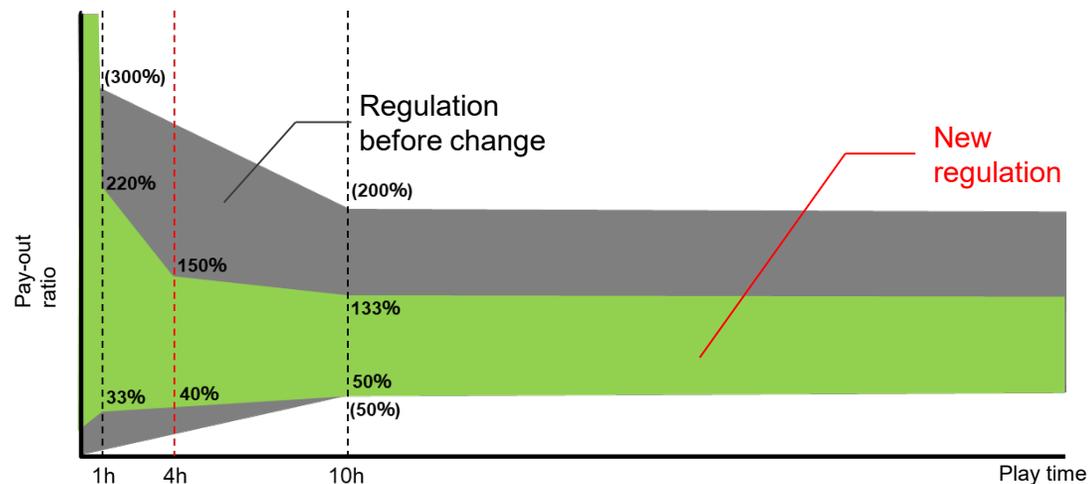
## < APPENDIX : Comparisons of pay-out ratio (image) >

### 【Pachislot】



- ✓ Machines will be transformed to become more playable with the setting of the lower limit of pay-out probability.
- ✓ The introduction of “multi stage payout-ratio” will allow broader ways to play.

### 【Pachinko】



$$\text{Pay-out ratio} = \frac{\text{Balls and medals payed out}}{\text{Balls and medals used}}$$

## < APPENDIX : Overview of revisions to regulations >

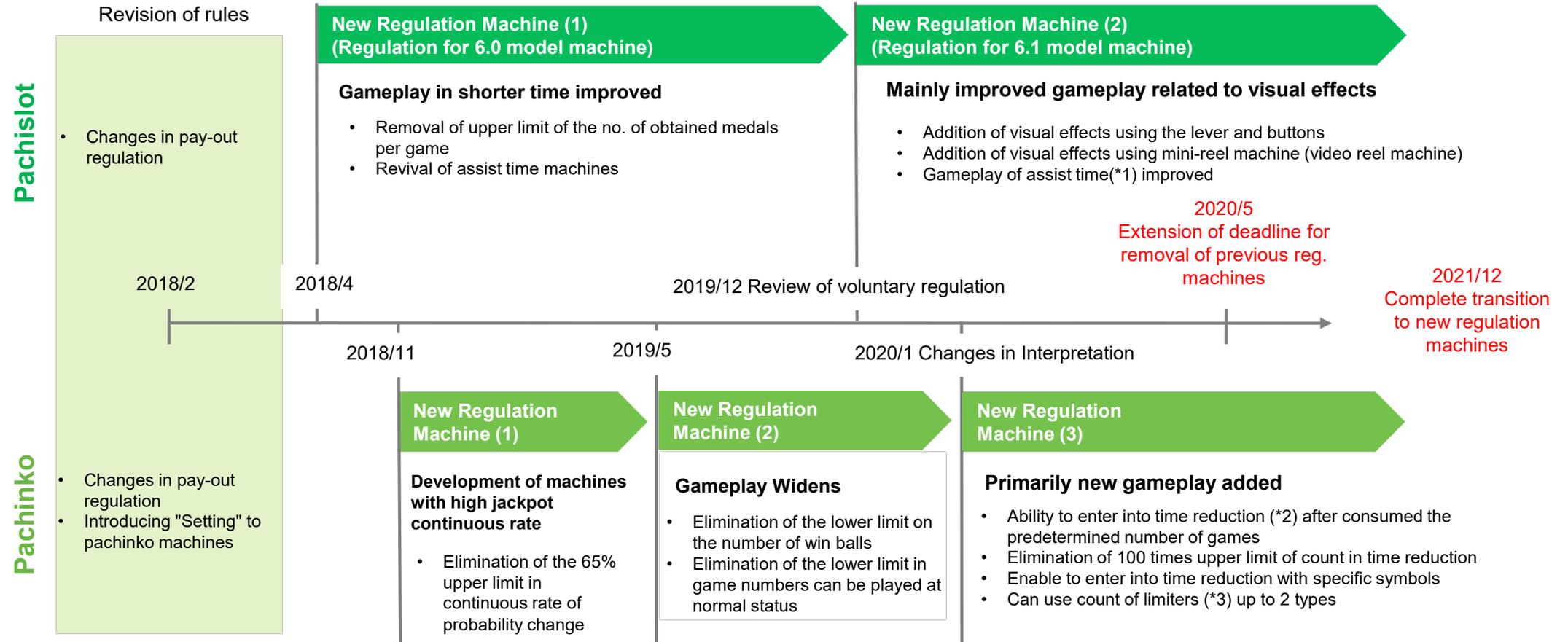
### 【Pachislot】

G=Games

Content	Test				Multi stage payout-ratio	Number of pay-out medals when hitting a jackpot (Upper limit)
	400G	1,600G	6,000G	17,500G		
Regulation before change	Less than 300%	–	Less than 150%	Over 55% and less than 120%	Up to 6 stages	480
<b>New regulation</b>	<b>Over 33% and less than 220%</b>	<b>Over 40% and less than 150%</b>	<b>Over 50% and less than 126%</b>	<b>Over 60% and less than 115%</b>	<b>Up to 6 stages</b>	<b>300</b>

### 【Pachinko】

Content	Test			Multi stage payout-ratio	Number of pay-out balls when hitting a jackpot (Upper limit)
	1 hour	4 hours	10 hours		
Regulation before change	Less than 300%	–	Over 50% and less than 200%	–	2,400
<b>New regulation</b>	<b>Over 33% and less than 220%</b>	<b>Over 40% and less than 150%</b>	<b>Over 50% and less than 133%</b>	<b>Up to 6 stages</b>	<b>1,500</b>



\*1: AT=assist time

\*2: Time reduction = Function to play games efficiently without greatly reducing the number of balls.

\*3: Limiter = one of the functions in probability change, refers to the function of the probability change ends when the predetermined number of jackpots times consumed.

## Overview of the extension of the deadline of previous regulation machines

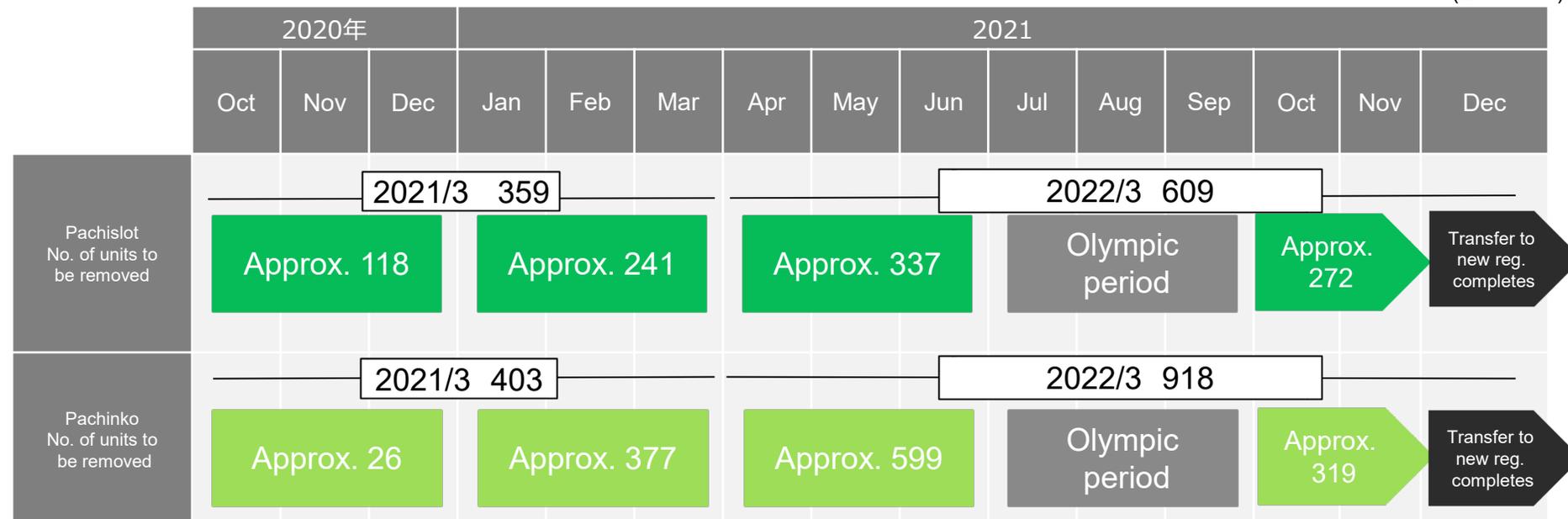
May 20, 2020

- ✓ The transitional period of previous regulation machines with some exception extended for 1 year by the amendment of enforcement regulations of the Law on Control and Improvement of Amusement and Entertainment Businesses.
- ✓ 21st Century Pachinko and Pachislot Industry Association which consists of 14 groups from the industry resolved the phased removal

### Number of previous regulation machines that are due for removal

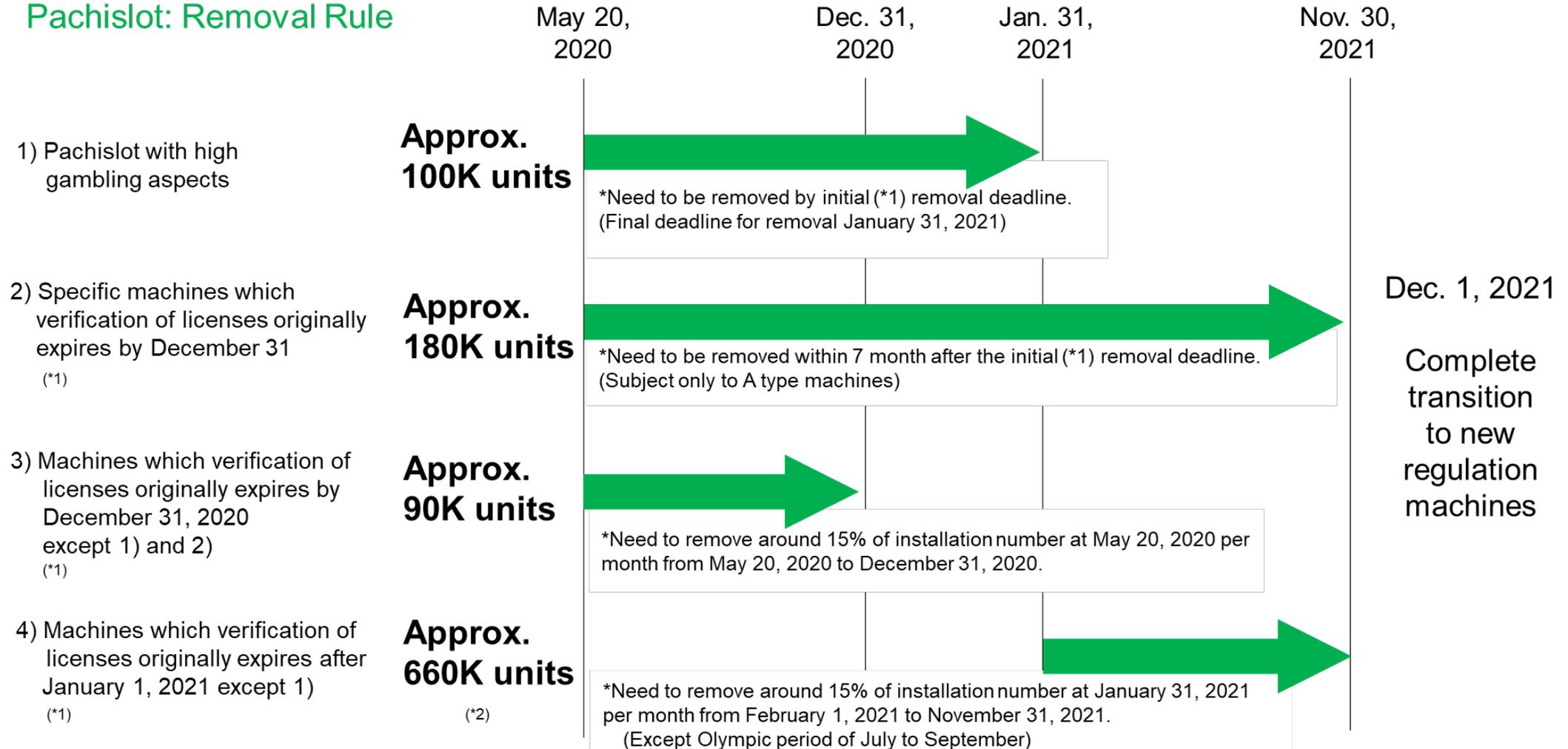
\*Schedule after the announcement of extension of deadline for removal

Thousand of units  
(Estimates)



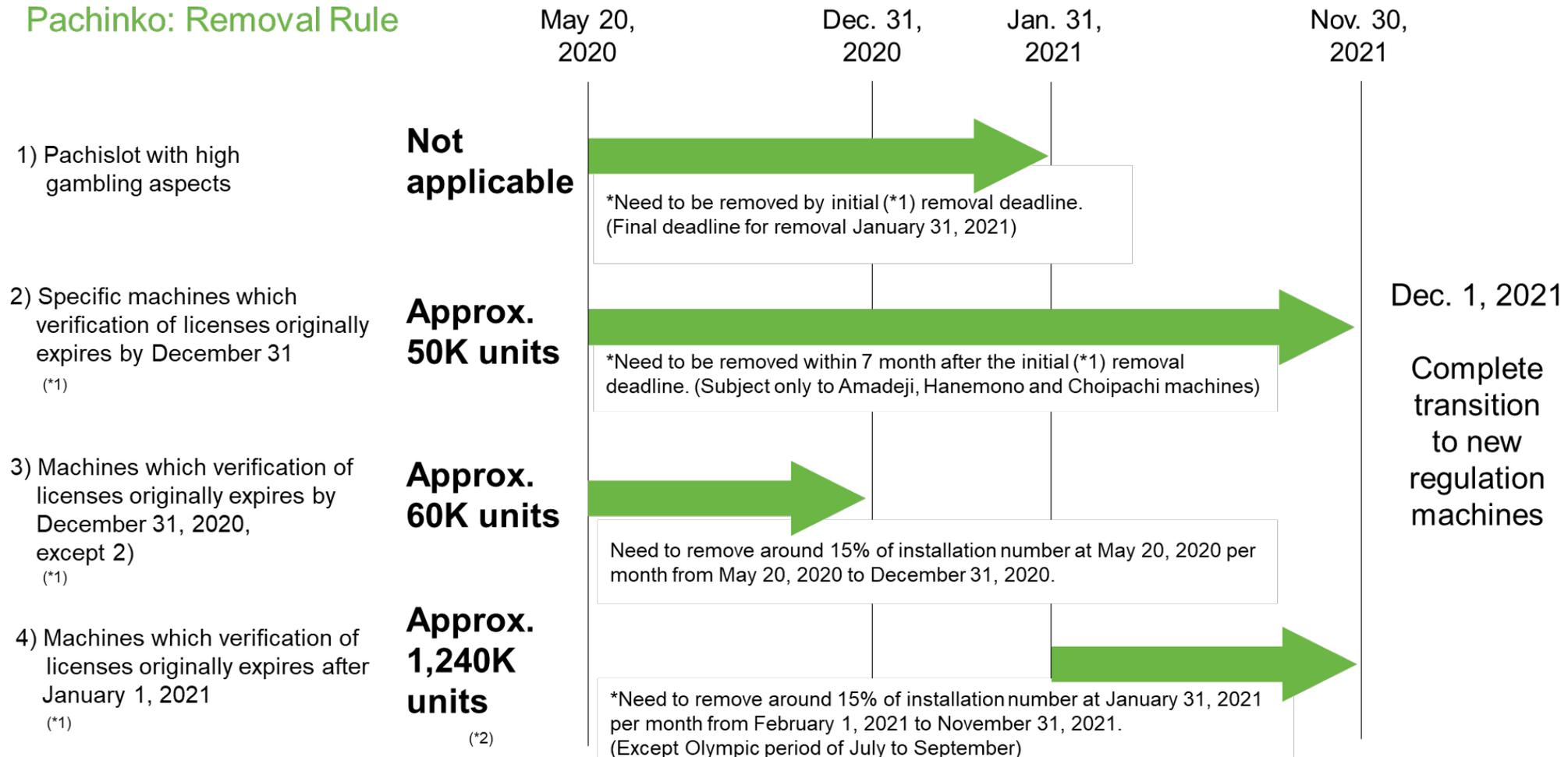
\*Numbers above are in-house estimation as of end of October, 2020

## Pachislot: Removal Rule



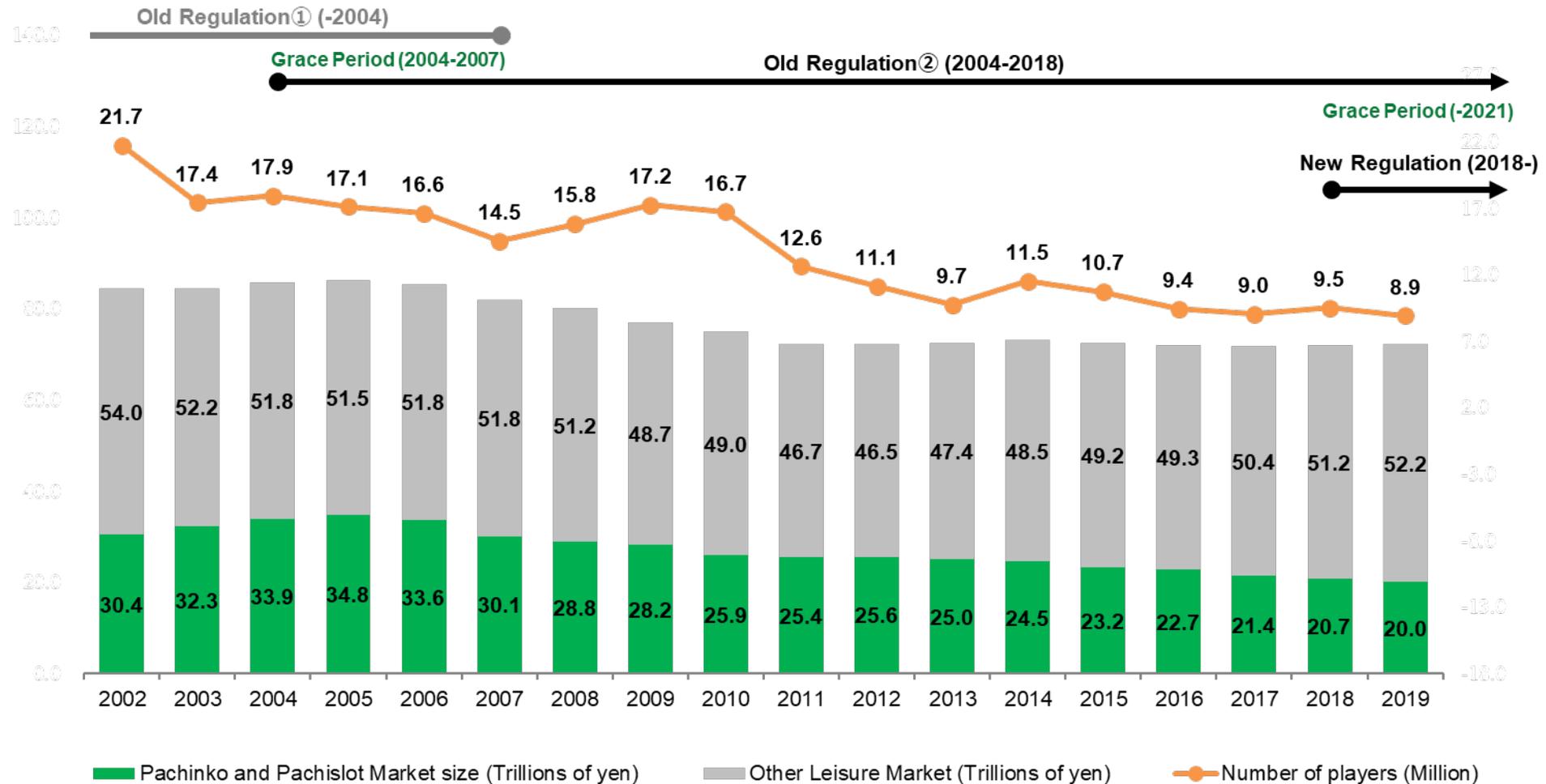
\*1: Expiration timing of verification of licenses before the revision of rule on May 20, 2020 \*2 : Number of unit to be removed are in-house estimation as of end of October, 2020

## Pachinko: Removal Rule



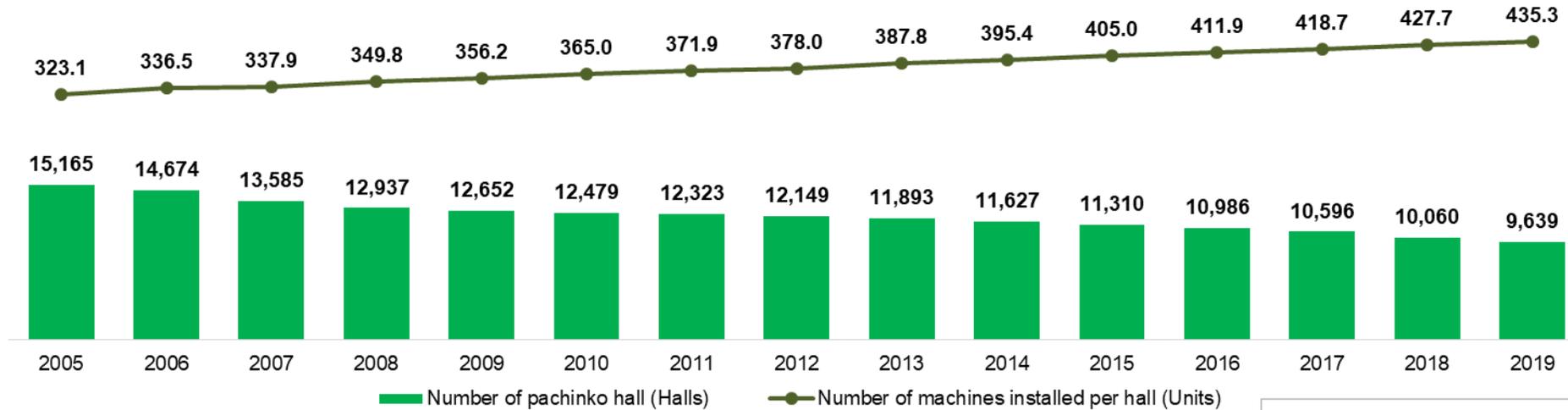
\*1: Expiration timing of verification of licenses before the revision of rule on May 20, 2020 \*2 : Number of unit to be removed are in-house estimation as of end of October, 2020

## Transition of market size and number of players



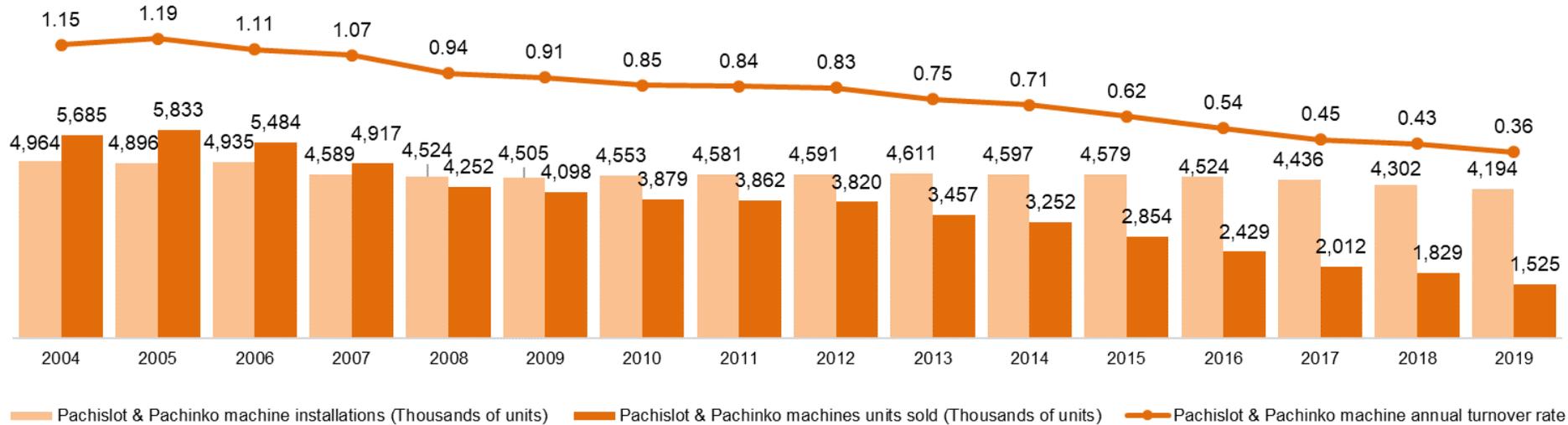
Source: White Paper on Leisure Industry 2019, Japan Productivity Center

Transition of number of pachinko halls and number of machines installed per hall

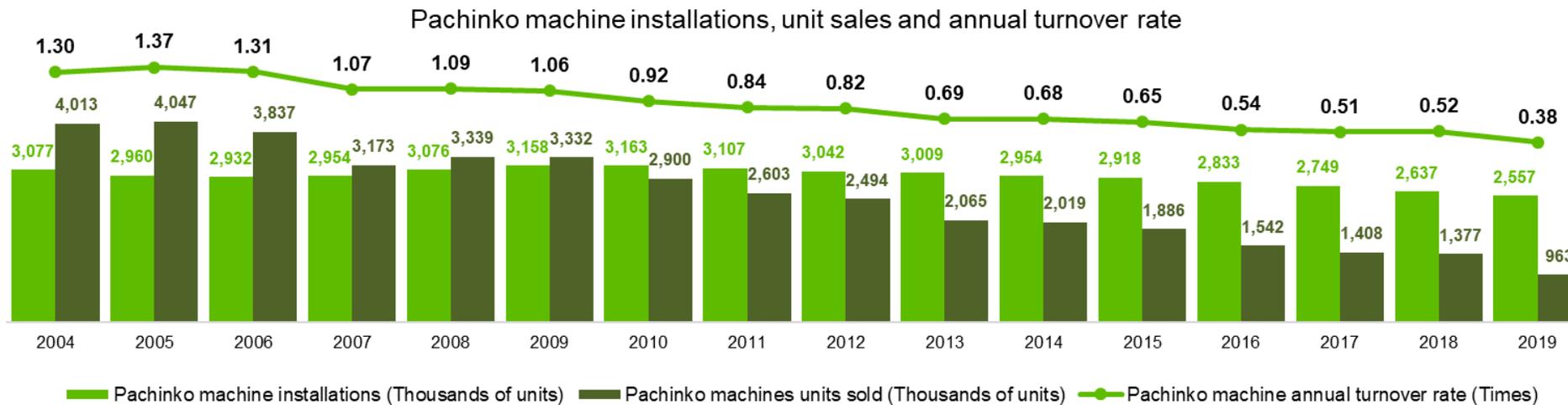
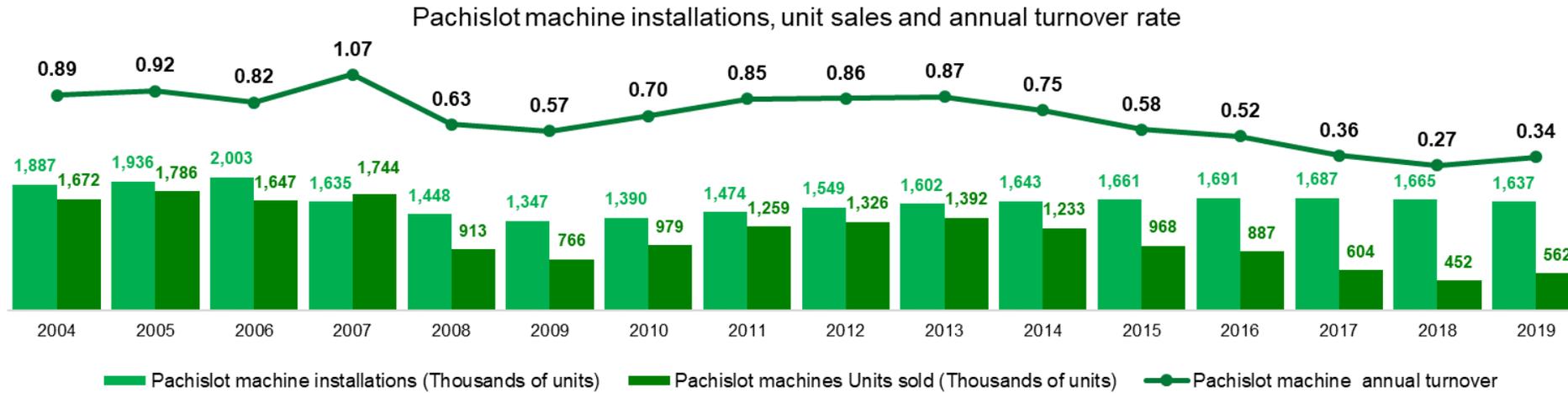


Sources : National Police Agency

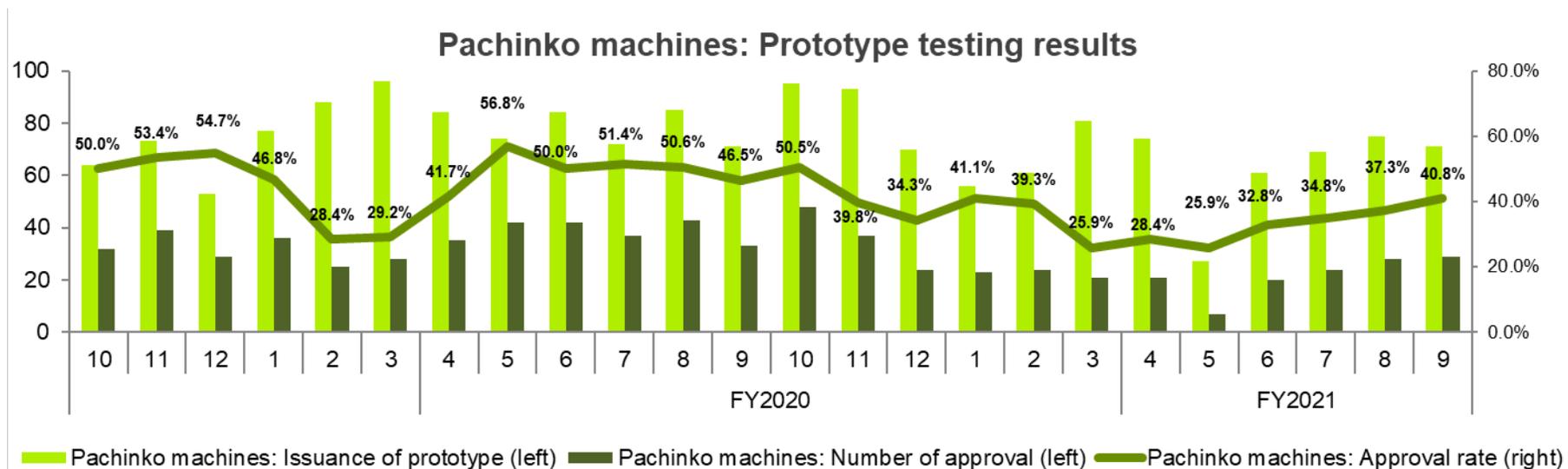
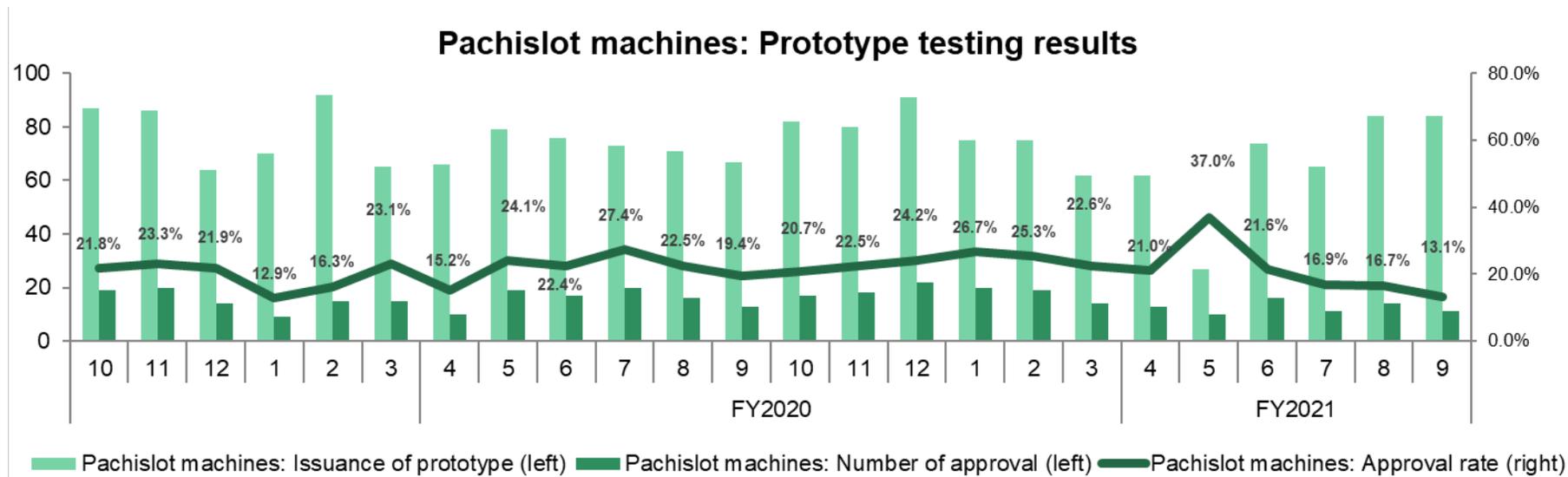
Pachislot & Pachinko machine Installations, Unit sales and Annual turnover



Sources: National Police Agency and Yano research Institute Ltd. (\*The data for 2019 are our forecasts)



Sources: National Police Agency and Yano research Institute Ltd. (\*The data for 2019 are our forecasts)



Source: Security Communications Association

## Share of Annual Pachislot Machine Sales

Rank	2014			2015			2016			2017			2018			2019		
	Manufacturer	Units sold	Share	Manufacturer	Units sold	Share	Manufacturer	Units sold	Share	Manufacturer	Units sold	Share	Manufacturer	Units sold	Share	Manufacturer	Units sold	Share
1	Sammy	207,828	16.8%	UNIVERSAL	165,000	17.0%	Sammy	215,736	24.3%	KITA DENSHI	107,000	17.7%	D company	80,000	17.7%	Sammy	123,336	21.9%
2	UNIVERSAL	205,000	16.6%	Sammy	142,337	14.7%	UNIVERSAL	203,000	22.9%	DAITO	100,000	16.5%	K company	68,000	15.0%	D company	73,000	13.0%
3	DAITO	128,000	10.4%	HEIWA/OLYMPIA	113,997	11.8%	KITA DENSHI	90,500	10.2%	Sammy	85,041	14.1%	Sammy	67,140	14.8%	H company	68,917	12.3%
4	YAMASA	108,000	8.8%	KITA DENSHI	100,000	10.3%	HEIWA/OLYMPIA	80,953	9.1%	UNIVERSAL	43,000	7.1%	H company	47,244	10.4%	U company	59,143	10.5%
5	HEIWA/OLYMPIA	92,763	7.5%	SANKYO	80,125	8.3%	Enterrise	57,000	6.4%	YAMASA	38,000	6.3%	U company	37,365	8.3%	K company	48,000	8.5%

## Share of Annual Pachinko Machine Sales

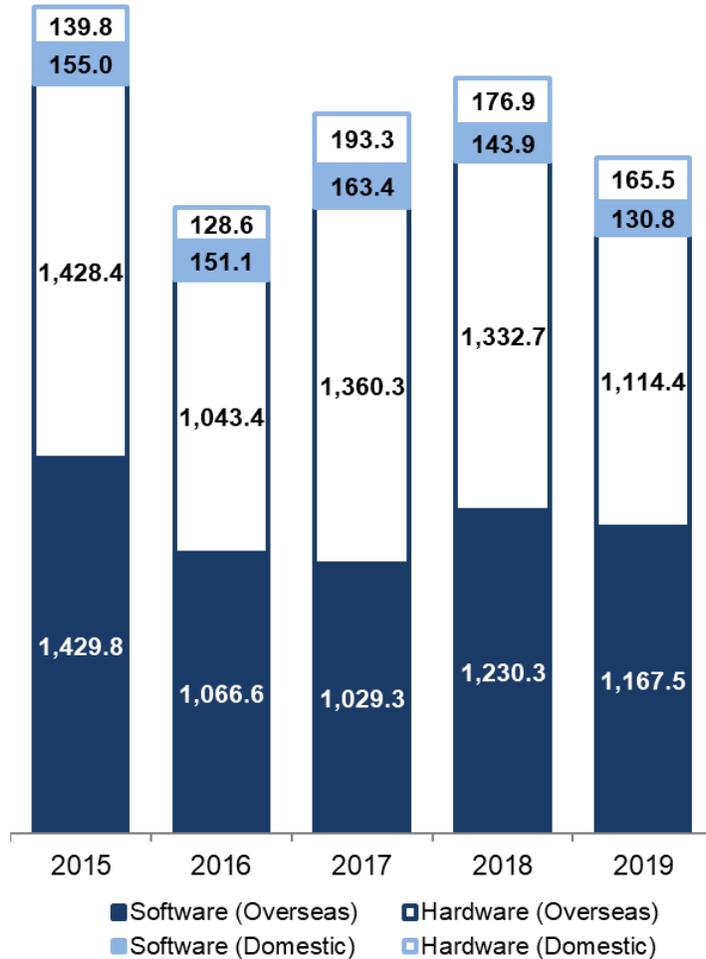
Rank	2014			2015			2016			2017			2018			2019		
	Manufacturer	Units sold	Share	Manufacturer	Units sold	Share	Manufacturer	Units sold	Share	Manufacturer	Units sold	Share	Manufacturer	Units sold	Share	Manufacturer	Units sold	Share
1	SANYO	330,000	16.3%	Sansei R&D	300,000	15.9%	SANYO	306,000	19.8%	SANYO	330,000	23.4%	S company	250,000	18.2%	S company	149,520	15.5%
2	SANKYO	329,892	16.3%	SANKYO	296,346	15.7%	Sansei R&D	209,000	13.5%	SANKYO	171,919	12.2%	S company	196,007	14.2%	N company	120,000	12.5%
3	KYORAKU	308,000	15.3%	SANYO	275,000	14.6%	HEIWA/OLYMPIA	192,761	12.5%	Sammy	140,013	9.9%	K company	192,800	14.0%	K company	106,000	11.0%
4	HEIWA/OLYMPIA	252,103	12.5%	HEIWA/OLYMPIA	234,616	12.4%	SANKYO	172,954	11.2%	KYORAKU	140,000	9.9%	Sammy	159,848	11.6%	S company	106,000	11.0%
5	Sammy	241,425	12.0%	Newgin	220,000	11.7%	Newgin	160,000	10.4%	Sansei R&D	130,000	9.2%	H company	118,880	8.6%	Sammy	104,581	10.9%
6	Sammy	199,014	10.5%	Sammy	138,321	9.0%												

Source: Yano Research Institute Ltd.

\*Estimated by Yano Research Institute Ltd. with fiscal years from July of each year through June the following year as criteria

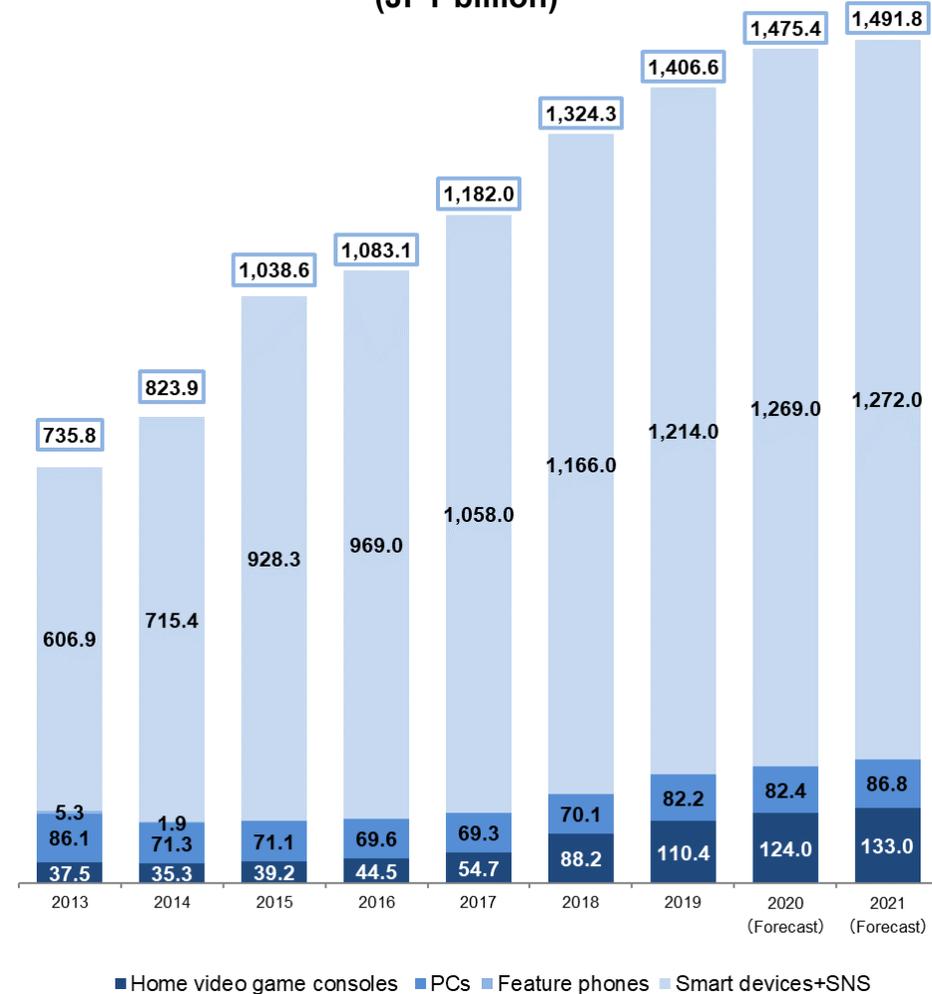
## Home Video Game and Online Game Markets Scale

### Home Video Games: Overall Shipment Scale (JPY billion)



Source: CESA Games White Paper

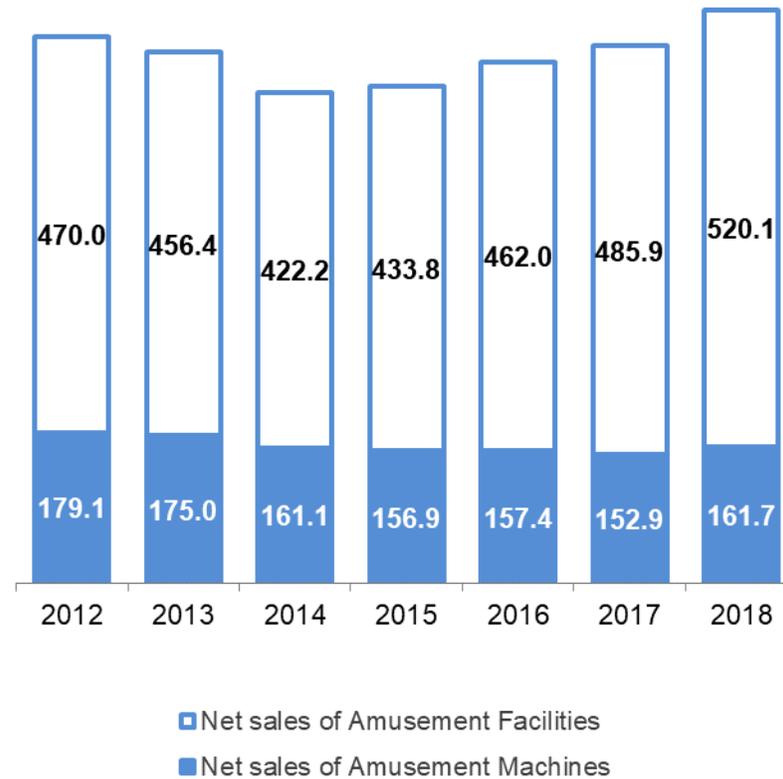
### Japan's Market for Game Content with Network Connectivity (JPY billion)



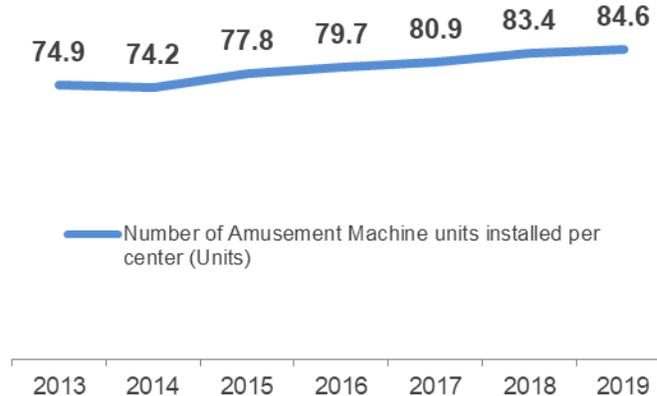
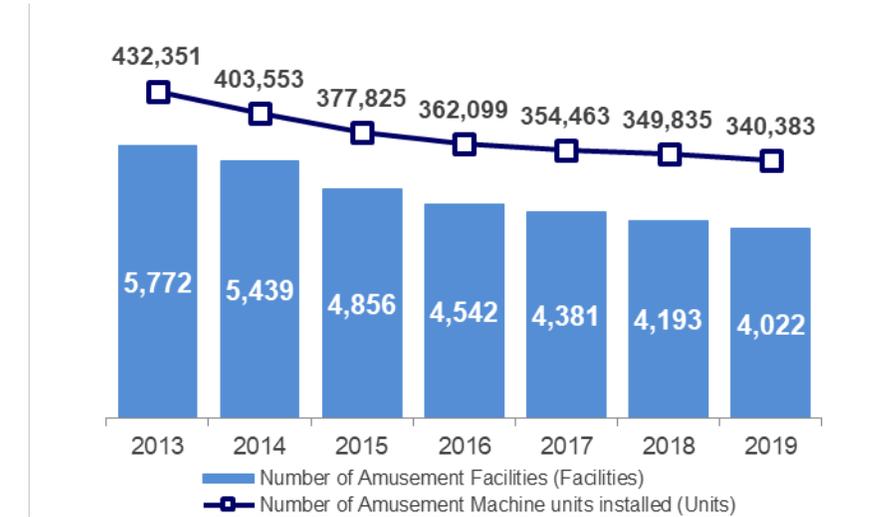
Source: f-ism

## Amusement Machine and Amusement Center Operations Markets Scale

Amusement Machine / Facilities sales (JPY billion)



Number of Amusement Facilities / Amusement Machine unit installed



Source: JAIA, National Police Agency

# Past Operating Results①

From FY Ended March 2015~

\*The data in this page can be downloaded from following URL.  
[https://www.segasammy.co.jp/english/ir/library/pdf/settlement/2020/e\\_202103\\_2q\\_transition.xls](https://www.segasammy.co.jp/english/ir/library/pdf/settlement/2020/e_202103_2q_transition.xls)

(JPY Billion)	FY Ended March 2015	FY Ended March 2016	FY Ended March 2017		FY Ended March 2018		FY Ended March 2019		FY Ended March 2020				FY Ended March 2021	
	Full Year Results	Full Year Results	Results Through 2Q	Full Year Results	Results Through 2Q	Results Through 4Q	Results Through 2Q	Results Through 4Q	Results Through 1Q	Results Through 2Q	Results Through 3Q	Results Through 4Q	Results Through 1Q	Results Through 2Q
<b>Net Sales</b>	<b>366.8</b>	<b>347.9</b>	<b>169.5</b>	<b>366.9</b>	<b>194.7</b>	<b>323.6</b>	<b>171.0</b>	<b>331.6</b>	<b>72.7</b>	<b>165.5</b>	<b>280.8</b>	<b>366.5</b>	<b>48.3</b>	<b>110.2</b>
Pachislot and Pachinko Machines	152.1	132.7[141.0]*	64.9	148.2	88.3	105.6	58.6	101.4	17.1	44.1[44.2]*	86.2[86.3]*	108.3[108.5]*	2.7	10.7
Entertainment Contents	199.6	198.8[190.5]*	97.8	205.7	101.5	208.0	107.2	219.6	53.0	115.8[115.7]*	186.2[186.1]*	247.7[247.6]*	45.1	97.0
Resort	14.9	16.3	6.7	13.0	4.7	9.9	5.1	10.5	2.4	5.5	8.2	10.4	0.4	2.2
Other / Elimination	-	-	-	-	-	-	-	-	0.0	0.0	0.0	0.0	0.1	0.3
<b>Operating Income</b>	<b>17.4</b>	<b>17.6</b>	<b>15.3</b>	<b>29.5</b>	<b>26.8</b>	<b>17.7</b>	<b>10.2</b>	<b>13.0</b>	<b>3.4</b>	<b>14.6</b>	<b>28.0</b>	<b>27.6</b>	<b>-3.8</b>	<b>-3.0</b>
Pachislot and Pachinko Machines	25.7	21.5[20.9]*	10.6	26.3	21.4	11.9	9.6	13.4	1.3[1.0]*	7.8[7.3]*	20.7[19.9]*	24.9[23.2]*	-8.4	-12.0
Entertainment Contents	0.0	3.6[4.2]*	9.1	11.1	10.1	14.8	6.1	9.8	4.9[5.2]*	12.7[13.2]*	16.1[17.0]*	14.8[16.5]*	8.1	14.9
Resort	-2.3	-1.8	-1.3	-2.2	-1.2	-2.5	-1.1	-2.4	-0.8	-1.5	-2.3	-3.6	-1.7	-2.6
Other / Elimination	-6.0	-5.7	-3.1	-5.7	-3.4	-6.5	-4.4	-7.8	-2.0	-4.4	-6.6	-8.5	-1.8	-3.3
Operating Margin	4.7%	5.1%	9.0%	8.0%	13.8%	5.5%	6.0%	3.9%	4.7%	8.8%	10.0%	7.5%	-	-
Non-operating income	2.8	3.1	2.1	3.8	1.8	3.2	1.3	2.1	0.8	1.3	1.8	3.2	0.6	3.2
Pachislot and Pachinko Machines	-	-	-	-	-	-	-	-	0.1	0.2	0.4	0.7	0.1	0.2
Entertainment Contents	-	-	-	-	-	-	-	-	0.3	0.3	0.3	1.3	0.2	2.5
Resort	-	-	-	-	-	-	-	-	0.1	0.2	0.2	0.2	0.0	0.0
Non-operating expenses	3.4	4.3	2.0	4.8	3.3	6.4	2.3	7.7	1.9	3.3	4.0	5.5	0.8	3.7
Pachislot and Pachinko Machines	-	-	-	-	-	-	-	-	0.1	0.3	0.8	1.1	0.2	0.6
Entertainment Contents	-	-	-	-	-	-	-	-	0.6	0.8	1.3	1.6	0.1	0.6
Resort	-	-	-	-	-	-	-	-	0.9	1.7	1.2	1.9	0.3	2.0
<b>Ordinary Income</b>	<b>16.8</b>	<b>16.4</b>	<b>15.4</b>	<b>28.5</b>	<b>25.2</b>	<b>14.5</b>	<b>9.1</b>	<b>7.4</b>	<b>2.3</b>	<b>12.6</b>	<b>25.8</b>	<b>25.2</b>	<b>-4.0</b>	<b>-3.5</b>
Pachislot and Pachinko Machines	-	-	-	-	-	-	-	-	0.9	7.2	19.4	22.7	-8.5	-12.4
Entertainment Contents	-	-	-	-	-	-	-	-	4.9	12.8	16.0	16.2	8.2	16.8
Resort	-	-	-	-	-	-	-	-	-1.6	-3.1	-3.3	-5.3	-2.1	-4.6
Other / Elimination	-	-	-	-	-	-	-	-	-1.9	-4.3	-6.3	-8.4	-1.6	-3.3
Ordinary Income Margin	4.6%	4.7%	9.1%	7.8%	12.9%	4.5%	5.3%	2.2%	3.2%	7.6%	9.2%	6.9%	-	-
<b>Profit attributable to owners of parent</b>	<b>-11.3</b>	<b>5.3</b>	<b>24.2</b>	<b>27.6</b>	<b>17.7</b>	<b>8.9</b>	<b>6.7</b>	<b>2.6</b>	<b>1.7</b>	<b>9.8</b>	<b>22.9</b>	<b>13.7</b>	<b>-3.3</b>	<b>-21.7</b>
Net Income Margin	-	1.5%	14.3%	7.5%	9.1%	2.8%	3.9%	0.8%	2.3%	5.9%	8.2%	3.7%	-	-

\*Net sales of new segment is shown in total amount bases.

\*Basis for recording of sales was changed from shipping basis to delivery basis from FY2016/3.

\*In line with the change of accounting policy, the figures for new segment reflect the change from FY2015/3 retrospectively.

\*Some business has shifted from Entertainment Contents business to Pachinko and Pachislot business and numbers shown in [] are retroactively adjusted figures which reflect such change.

\*Number of packaged titles include the number of titles in Asian territory except Japan from FY2017/3.

\*Numbers of titles and sales units of Full Game in FY2020/3 results was revised due to the change of subsegment classifications in Entertainment Contents business

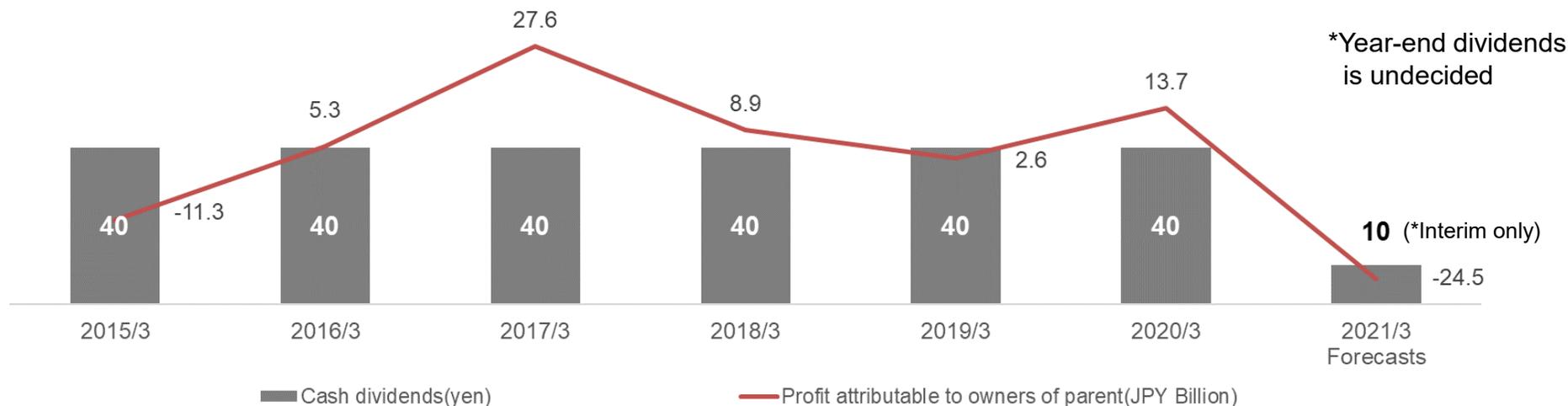
# Past Operating Results②

From FY Ended March 2015~

\*The data in this page can be downloaded from following URL.  
[https://www.segasammy.co.jp/english/ir/library/pdf/settlement/2020/e\\_202103\\_2q\\_transition.xls](https://www.segasammy.co.jp/english/ir/library/pdf/settlement/2020/e_202103_2q_transition.xls)

(JPY Billion)	FY Ended March 2015	FY Ended March 2016	FY Ended March 2017		FY Ended March 2018		FY Ended March 2019		FY Ended March 2020				FY Ended March 2021	
	Full Year Results	Full Year Results	Results Through 2Q	Full Year Results	Results Through 2Q	Results Through 4Q	Results Through 2Q	Results Through 4Q	Results Through 1Q	Results Through 2Q	Results Through 3Q	Results Through 4Q	Results Through 1Q	Results Through 2Q
ROA	-2.2%	1.0%	-	5.2%	-	1.8%	-	0.6%	-	-	-	3.0%	-	-
ROE	-3.4%	1.8%	-	9.2%	-	2.9%	-	0.9%	-	-	-	4.6%	-	-
Equity Ratio	60.0%	55.3%	-	59.0%	-	65.0%	-	65.1%	-	-	-	64.2%	-	-
Cash flows to interest bearing debt ratio	301.9%	798.8%	-	178.6%	-	334.7%	-	520.9%	-	-	-	207.2%	-	-
Interest coverage ratio	45.2 times	19.1 times	-	61.4times	-	36.5 times	-	27.3 times	-	-	-	83.6 times	-	-
R&D expense / content production expense	67.6	58.0	31.7	67.1	30.7	62.0	30.8	66.6	17.1	33.5	56.4	76.5	14.7	28.3
Cap-ex	28.7	28.0	13.8	27.0	10.3	24.1	17.8	34.4	5.1	10.5	16.1	22.8	3.6	7.2
Depreciation	17.6	16.6	7.6	16.3	8.2	16.2	7.4	14.5	3.6	7.3	10.9	14.8	3.6	7.3
Advertising	19.1	17.9	7.6	14.8	7.8	15.4	8.4	16.0	3.6	8.5	12.9	17.4	2.0	5.6
# of pachislot titles	6 titles	7 titles	3 titles	10 titles	8 titles	9 titles	1 title	6 titles	0 title	1 title	3 titles	5 titles	0 title	1 title
Unit sales	207,830 units	142,337 units	81,895 units	215,736 units	75,380 units	85,041 units	12,853 units	67,140 units	17,930 units	28,360 units	105,860 units	123,336 units	485 units	4,885 units
# of pachinko titles	10 titles	8 titles	3 titles	9 titles	4 titles	5 titles	3 titles	7 titles	2 title	4 titles	5 titles	7 titles	0 title	2 titles
Unit sales	241,425 units	199,014 units	75,542 units	138,321 units	119,312 units	140,013 units	117,891 units	159,848 units	16,212 units	66,140 units	75,094 units	104,581 units	177 units	11,342 units
YoY sales comparison of existing amusement centers	100.1%	103.1%	110.8%	108.5%	101.5%	101.9%	104.5%	104.0%	109.0%	103.6%	100.7%	97.7%	27.4%	50.1%
No. of domestic amusement centers	198 facilities	194 facilities	189 facilities	191 facilities	189 facilities	189 facilities	189 facilities	190 facilities	191 facilities	192 facilities	195 facilities	192 facilities	195 facilities	193 facilities
# of game software titles	30 titles	29 titles	21 titles	42 titles	16 titles	38 titles	18 titles	31 titles	9 titles	13 titles	26 titles	36 titles	4 titles	6 titles
Sales (Thousand units)	12,280	9,220	4,650	10,280	8,650	17,330	11,180	23,440	6,490	12,100	20,570	28,570	12,980	19,080

## Dividend Policy



## Introduction of Shareholder Benefits

We introduced shareholders benefit program to encourage shareholders to experience our services and hold our shares over the mid to long term. From March 31, 2020, we have expanded the contents of the program and also introduced the option for donation to social contribution activities.

Number of owned shares	Shareholder benefit contents (annual)	
	Less than 2 consecutive years	More than 2 consecutive years (New)
More than 100 shares Less than 1,000 shares	i) 2,000 yen worth	
More than 1,000 shares Less than 3,000 shares	i) 2,000 yen worth ii) 20,000 yen worth	
More than 3,000 shares Less than 5,000 shares	i) 2,000 yen worth ii) 40,000 yen worth	i) 2,000 yen worth ii) 40,000 yen worth iii) 1 ticket (To be gifted on December)
More than 5,000 shares Less than 20,000 shares	i) 2,000 yen worth ii) 40,000 yen worth iii) 2 tickets iv) 2 tickets	i) 2,000 yen worth ii) 40,000 yen worth iv) 2 tickets v) 2 tickets
20,000 shares or more (New)	i) 2,000 yen worth ii) 40,000 yen worth iv) 2 tickets vi) 2 tickets	

- i. Voucher for either UFO Catcher, redeemable at SEGA game centers in Japan or redeemable at SEGA Catcher Online
- ii. Facility use ticket, redeemable at Phoenix Seagaia Resort (Miyazaki Prefecture)
- iii. Free accommodation ticket (1 room, maximum 2 adults) usable at Sheraton Grande Ocean Resort in Phoenix Seagaia Resort
- iv. Free accommodation ticket (1 room, maximum 2 adults) usable at Paradise Hotel & Resort in Paradise City (Incheon, Korea)
- v. Free accommodation ticket (1 room, maximum 2 adults) usable at premium category "Club Floor" of Sheraton Grande Ocean Resort in Phoenix Seagaia Resort
- vi. Free accommodation ticket (1 room, maximum 2 adults) usable at premium category suite room of Sheraton Grande Ocean Resort in Phoenix Seagaia Resort

\*Please see the [official website of SEGA SAMMY HOLDINGS](#) for the details about shareholder benefits program

## Company Profile

(As of September 30, 2020)

<b>Company Name</b>	SEGA SAMMY HOLDINGS INC.
<b>Address</b>	Sumitomo Fudosan Osaki Garden Tower, 1-1-1 Nishi-Shinagawa, Shinagawa-ku, Tokyo
<b>Established</b>	October 1, 2004
<b>Capital</b>	29.9 billion yen
<b>Number of Employees</b>	9,051 (Consolidated)
<b>Stock Exchange</b>	Tokyo Stock Exchange (Stock Code : 6460)

### Managements (As of June 24, 2020)

Chairman and Group CEO, Representative Director	Hajime Satomi
President and Group COO, Representative Director	Haruki Satomi
Senior Executive Vice President, Director of the Board	Naoya Tsurumi
Senior Executive Vice President and Group CFO, Director of the Board	Koichi Fukazawa
Senior Vice President, Director of the Board	Hideo Yoshizawa
Director of the Board (External)	Takeshi Natsuno
Director of the Board (External)	Kohei Katsukawa
Director of the Board (External)	Melanie Brock
Standing Audit & Supervisory Board Member	Shigeru Aoki
Audit & Supervisory Board Member	Yukito Sakaue
Audit & Supervisory Board Member (External)	Mineo Enomoto
Audit & Supervisory Board Member (External)	Kazutaka Okubo
Substitute Audit & Supervisory Board Member (External)	Kazuaki Inaoka

## Information on Outstanding Shares

(As of September 30, 2020)

<b>Number of shares authorized for issuance</b>	800,000,000 shares
<b>Total number of shares issued and outstanding</b>	266,229,476 shares
<b>Number of Shareholders</b>	74,385

### Principal Shareholders

Name of Shareholder	Shares Held	Shareholding Ratio (%)
HS Company	35,308,000	13.26
SEGA SAMMY HOLDINGS INC.	31,136,672	11.69
The Master Trust Bank of Japan, Ltd. (Trust account)	14,098,000	5.29
FSC Co., Ltd.	13,682,840	5.13
Custody Bank of Japan, Ltd. (Trust account)	8,685,700	3.26

### Distribution of Shareholders

Financial Institutions	16.37%
Securities Companies	2.30%
Other Companies	21.15%
Foreign Institutions and Individuals	27.87%
Japanese Individuals and Other	20.61%
Treasury Stock	11.70%

\*Including the number of share less than 1 unit



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

Please visit below websites for products and service information.

<https://www.segasammy.co.jp/english/pr/corp/group/list.html>

(SegaSammy Group Website list)

**\* Company / product names in this document are trademarks or registered trademarks of the respective companies.**

**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/>