

# Q1

First Quarter of the Year Ending March 31, 2021

# Fact Book 1

Financial, Corporate-related Data etc.



The Greatest Leisure for All People

**FIELDS CORPORATION**

TSE 1st: 2767  
August 6, 2020

# Financial highlights

(Unit: Millions of yen)

FY	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Net sales	61,888	(107.0) 66,211	(123.3) 81,658	(118.6) 96,814	(88.1) 85,321	(119.3) 101,818	(71.7) 73,035	(90.8) 66,342	(156.1) 103,593	(89.0) 92,195
Gross profit	15,992	(134.9) 21,578	(114.7) 24,752	(120.1) 29,737	(98.4) 29,248	(118.1) 34,544	(69.5) 24,024	(111.9) 26,889	(130.6) 35,129	(89.2) 31,330
SG&A expenses	9,211	(105.4) 9,711	(130.3) 12,655	(137.4) 17,389	(116.8) 20,303	(105.3) 21,385	(103.2) 22,063	(85.0) 18,764	(117.2) 21,993	(103.7) 22,803
Operating profit	6,781	(175.0) 11,866	(101.9) 12,097	(102.1) 12,348	(72.4) 8,944	(147.1) 13,158	(14.9) 1,960	(414.5) 8,124	(161.7) 13,136	(64.9) 12,348
Ordinary profit	7,022	(173.9) 12,209	(102.2) 12,480	(105.2) 13,127	(70.1) 9,202	(127.2) 11,705	(8.5) 991	(783.1) 7,761	(176.3) 13,684	(63.3) 13,127
Profit attributable to owners of parent	3,524	(187.9) 6,620	(104.6) 6,926	(102.3) 7,085	(52.4) 3,710	(142.7) 5,296	(-) (1,481)	(-) 3,289	(228.6) 7,520	(79.7) 7,085
Capital stock	1,295	1,295	7,948	7,948	7,948	7,948	7,948	7,948	7,948	7,948
Net assets	8,752	14,507	33,426	39,411	42,836	46,331	39,496	41,187	47,021	39,411
Total assets	17,090	37,115	72,584	87,556	66,081	69,168	52,064	81,329	78,971	87,556
Cash flows from operating activities	3,316	851	2,965	6,164	5,293	11,127	4,147	8,429	8,005	6,164
Cash flows from investing activities	(2,253)	(3,190)	(5,257)	(2,224)	(4,772)	(14,604)	(6,182)	(1,011)	(4,356)	(2,224)
Cash flows from financing activities	(2,454)	2,029	10,177	(1,540)	1,488	(1,384)	602	(2,687)	(3,915)	(1,540)
Cash and cash equivalents at end of period	5,739	5,437	13,326	15,777	17,819	12,693	11,181	15,906	15,632	18,284

(Unit: Yen)

Indicators per share	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Net assets per share	268,600	89,305	96,026	113,275	118,487	128,201	117,326	123,645	140,853	113,275
Annual dividend per share	10,000	24,000	4,000	4,000	4,000	4,500	4,500	4,500	5,000	4,000
Commemorative	-	10,000	-	-	-	500	-	-	-	-
Interim	-	10,000	2,000	2,000	2,000	2,000	2,000	2,000	2,500	2,000
Year-end	-	4,000	2,000	2,000	2,000	2,000	2,500	2,500	2,500	2,000
Profit per share	117,233	40,465	19,888	20,118	10,692	15,263	(4,271)	9,796	22,643	20,118

(Unit: %)

Management indicators	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Shareholders' equity ratio	51.2	39.1	46.0	45.0	62.2	64.3	75.8	50.5	59.2	45.0
Return on equity (ROE)	55.9	56.9	28.9	19.5	9.2	12.4	(3.5)	8.2	17.1	19.5
Return on assets (ROA)	39.3	45.0	22.8	16.4	12.0	17.3	1.6	11.6	17.1	16.4
Payout ratio *1	7.9	20.1	20.7	20.3	37.4	29.5	-	45.9	22.1	27.7

Other	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Total number of shares issued and outstanding (shares)	※2 32,300	※2 161,500	347,000	347,000	347,000	347,000	347,000	347,000	347,000	347,000
Treasury shares	-	-	-	-	-	-	10,643	14,885	14,885	14,885
Number of employees (people)	460	651	758	901	1,022	1,077	827	909	1,149	1,149

\*The figures in upper parentheses indicate YoY.

\*1 The Consolidated payout ratio after the FY2006. The Payout ratio is computed including a commemorative dividend.

\*2 The FY2002 1:5 stock split/ the FY2003 1:2 stock split.

Source: FIELDS

# Financial highlights

(Unit: Millions of yen)

FY	2012	2013	2014	2015	2016	2017	2018 *3	2019	Q1 2020
Net sales	(117.3)	(106.3)	(86.6)	(94.9)	(81.2)	(79.6)	(83.1)	(131.2)	(12.2)
	108,141	114,904	99,554	94,476	76,668	61,055	50,755	66,587	2,341
Gross profit	(106.2)	(101.6)	(84.2)	(89.5)	(69.2)	(76.0)	(99.3)	(111.3)	(12.2)
	33,279	33,812	28,468	25,480	17,641	13,400	13,300	14,809	340
SG&A expenses	(100.7)	(104.6)	(98.7)	(101.5)	(95.6)	(83.2)	(79.1)	(93.1)	(80.8)
	22,964	24,020	23,707	24,069	23,015	19,138	15,132	14,095	2,744
Operating profit	(121.0)	(94.9)	(48.4)	(29.6)	(-)	(-)	(-)	(-)	(-)
	10,314	9,791	4,743	1,411	(5,374)	(5,738)	(1,832)	713	(2,403)
Ordinary profit	(118.6)	(95.1)	(56.2)	(25.1)	(-)	(-)	(-)	(-)	(-)
	10,268	9,765	5,491	1,380	(9,068)	(5,204)	(1,864)	939	(2,383)
Profit attributable to owners of parent	(78.8)	(113.8)	(56.2)	(3.9)	(-)	(-)	(-)	(-)	(-)
	4,720	5,370	3,018	118	(12,483)	(7,691)	(614)	490	(2,910)
Capital stock	7,948	7,948	7,948	7,948	7,948	7,948	7,948	7,948	7,948
Net assets	55,098	58,753	60,246	58,291	43,227	35,509	34,638	34,279	30,968
Total assets	106,628	104,869	110,316	92,478	80,397	72,336	67,450	64,317	51,655
Cash flows from operating activities	13,570	16,322	(9,086)	13,353	(7,319)	(1,094)	2,178	(2,427)	256
Cash flows from investing activities	(6,263)	(8,018)	(6,297)	(2,191)	(3,927)	4,399	3,217	876	(404)
Cash flows from financing activities	(2,277)	(2,018)	1,624	5,214	2,136	(2,021)	(962)	(2,537)	(1,654)
Cash and cash equivalents at end of period	23,309	29,583	15,823	32,200	23,090	24,373	28,807	24,725	22,922

(Unit: Yen)

Indicators per share	2012	2013	2014	2015	2016	2017	2018 *3	2019	Q1 2020 *4
Net assets per share	1,644.15	1,756.27	1,792.83	1,726.88	1,272.48	1,054.99	1,031.63	1,018.63	921.15
Annual dividend per share	50	50	60	50	50	30	10	10	-
Commemorative	-	-	10	-	-	-	-	-	-
Interim	25	25	25	25	25	25	-	-	-
Year-end	25	25	25	25	25	5	10	10	-
Profit per share	142.27	161.83	90.97	3.58	(376.19)	(231.77)	(18.52)	14.79	(87.71)

(Unit: %)

Management indicators	2012	2013	2014	2015	2016	2017	2018 *3	2019	Q1 2020
Shareholders' equity ratio	51.2	55.6	53.9	62.0	52.5	48.4	50.8	52.6	59.2
Return on equity (ROE)	8.9	9.5	5.1	0.2	(25.1)	(19.9)	(1.8)	1.4	(9.0)
Return on assets (ROA)	10.3	9.2	5.1	1.4	(10.5)	(6.8)	(2.7)	1.4	(4.1)
Payout ratio *1	35.1	30.9	66.0	1,398.1	-	-	-	67.6	-

Other	2012 *2	2013	2014	2015	2016	2017	2018	2019	Q1 2020
Total number of shares issued and outstanding (shares)	34,700,000	34,700,000	34,700,000	34,700,000	34,700,000	34,700,000	34,700,000	34,700,000	34,700,000
Treasury shares	1,516,200	1,516,200	1,516,200	1,516,200	1,516,300	1,516,300	1,516,300	1,516,300	1,516,300
Number of employees (people)	1,416	1,588	1,716	1,845	1,713	1,514	1,342	1,341	1,289

\*1 The Consolidated payout ratio after the FY2006. The Payout ratio was computed including a commemorative dividend.

\*2 A share-trading unit was changed to 100 shares in October 2012. The figure of the interim dividend for FY2012 was taken into account a stock split.

\*3 The figures of FY2018 are partly revised. \*4 The dividend forecast for FY 2020 is yet to be decided. (As of August 6, 2020)

Source: FIELDS

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\*PS: pachinko and pachislot

# 1. Highlights for the Q1 FY2020

P.6 Consolidated P/L statement

P.7 Consolidated B/S

P.8 Consolidated cash flows

# Consolidated P/L statement

(Unit: Millions of yen)

FY	2018		2019		2020
	Q1	Full-year	Q1	Full-year	Q1
Net sales	(71.8) <b>8,930</b> [100.0]	(83.1) <b>50,755</b> [100.0]	(214.6) <b>19,164</b> [100.0]	(131.2) <b>66,587</b> [100.0]	(12.2) <b>2,341</b> [100.0]
Gross profit	(72.5) <b>1,421</b> [15.9]	(99.3) <b>13,300</b> [26.2]	(196.8) <b>2,798</b> [14.6]	(111.3) <b>14,809</b> [22.2]	(12.2) <b>340</b> [14.5]
SG&A expenses	(85.4) <b>4,155</b> [46.5]	(79.1) <b>15,132</b> [29.8]	(81.8) <b>3,397</b> [17.7]	(93.1) <b>14,095</b> [21.2]	(80.8) <b>2,744</b> [117.2]
Advertising expenses	238	1,034	138	1,233	132
Salaries	1,392	4,900	1,133	4,486	1,140
Business consignment expenses	343	1,108	286	1,162	258
Depreciation	221	761	140	595	131
Rents	413	1,494	326	1,318	315
Amortization of goodwill	77	435	139	559	74
Other	1,471	5,400	1,235	4,742	694
Operating profit	(-) <b>(2,733)</b> [-]	(-) <b>(1,832)</b> [-]	(-) <b>(599)</b> [-]	(-) <b>713</b> [1.1]	(-) <b>(2,403)</b> [-]
Ordinary profit	(-) <b>(2,755)</b> [-]	(-) <b>(1,864)</b> [-]	(-) <b>(546)</b> [-]	(-) <b>939</b> [1.4]	(-) <b>(2,383)</b> [-]
Profit attributable to owners of parent	(-) <b>(2,957)</b> [-]	(-) <b>(614)</b> [-]	(-) <b>(607)</b> [-]	(-) <b>490</b> [0.7]	(-) <b>(2,910)</b> [-]

\*The figures in upper parentheses are *YoY change (%)*, the figures in lower square bracket are the *net sales ratio*.

\*The *net sales ratio* and the *other of SG&A expenses* are calculated on this sheet above.

\*The figures of FY 2018 and Q1 FY2019 are partly revised.

Source: FIELDS

# Consolidated B/S

(Unit: Millions of yen)

	End of Mar. 2019	End of Mar. 2020	End of Jun. 2020	Increase/ Decrease	Factors
Cash and deposits	28,907	24,825	23,022	(1,803)	
Notes and accounts receivable-trade	6,157	14,171	1,741	(12,430)	
Electronically recorded monetary claims-operating	1,070	1,087	747	(340)	
Inventories	8,110	7,873	9,245	1,372	
Other	3,249	2,653	3,105	452	
Allowance for doubtful accounts	(108)	(29)	(16)	13	
<b>Total current assets</b>	<b>47,385</b>	<b>50,580</b>	<b>37,844</b>	<b>(12,736)</b>	<b>Decrease in trade receivables</b>
Land	1,676	1,644	1,644	-	
Other	4,489	3,090	3,036	(54)	
<b>Total property, plant and equipment</b>	<b>6,165</b>	<b>4,734</b>	<b>4,680</b>	<b>(54)</b>	<b>Decrease in tools, furniture and fixtures</b>
Goodwill	2,715	2,156	2,081	(75)	
Other	455	836	874	38	
<b>Total intangible assets</b>	<b>3,170</b>	<b>2,992</b>	<b>2,955</b>	<b>(37)</b>	<b>Decrease in goodwill</b>
Investment securities	5,785	1,325	1,358	33	
Long-term loans receivable	1,738	373	377	4	
Other	4,894	4,683	4,812	129	
Allowance for doubtful accounts	(1,689)	(373)	(373)	-	
<b>Total investments and other assets</b>	<b>10,728</b>	<b>6,008</b>	<b>6,174</b>	<b>166</b>	<b>Decrease in investments in capital and leasehold and guarantee deposits</b>
<b>Total non-current assets</b>	<b>20,064</b>	<b>13,736</b>	<b>13,810</b>	<b>74</b>	
<b>Total assets</b>	<b>67,450</b>	<b>64,317</b>	<b>51,655</b>	<b>(12,662)</b>	
Notes and accounts payable-trade	8,160	9,336	1,652	(7,684)	
Short-term borrowings	5,960	200	200	-	
Income taxes payable	120	127	53	(74)	
Current portion of long-term borrowings	2,580	5,329	4,829	(500)	
Other	4,654	3,004	2,961	(43)	
<b>Total current liabilities</b>	<b>21,474</b>	<b>17,996</b>	<b>9,695</b>	<b>(8,301)</b>	<b>Decrease in trade payables</b>
Long-term borrowings	6,847	7,691	6,858	(833)	
Other	4,490	4,349	4,134	(215)	
<b>Total non-current liabilities</b>	<b>11,337</b>	<b>12,040</b>	<b>10,992</b>	<b>(1,048)</b>	<b>Decrease in long-term borrowings</b>
<b>Total liabilities</b>	<b>32,811</b>	<b>30,037</b>	<b>20,687</b>	<b>(9,350)</b>	
Share capital	7,948	7,948	7,948	-	
Capital surplus	7,579	7,579	7,579	-	
Retained earnings	19,904	20,060	16,818	(3,242)	
Treasury shares	(1,821)	(1,821)	(1,821)	-	
<b>Total shareholders' equity</b>	<b>33,610</b>	<b>33,767</b>	<b>30,525</b>	<b>(3,242)</b>	
Valuation difference on available-for-sale securities	598	10	18	8	
<b>Accumulated other comprehensive income</b>	<b>622</b>	<b>34</b>	<b>41</b>	<b>7</b>	
<b>Non-controlling interests</b>	<b>404</b>	<b>477</b>	<b>401</b>	<b>(76)</b>	
<b>Total net assets</b>	<b>34,638</b>	<b>34,279</b>	<b>30,968</b>	<b>(3,311)</b>	<b>Decrease in retained earnings</b>
<b>Total liabilities and net assets</b>	<b>67,450</b>	<b>64,317</b>	<b>51,655</b>	<b>(12,662)</b>	

\*The *Other* and the *Increase/decrease* are calculated on this sheet above. \*The figures of FY2018 are partly revised.

Source: FIELDS

# Consolidated cash flows

(Unit: Millions of yen)

FY	2019		2020		
	Q1	Full-Year	Q1	Factors	
Cash flows from operating activities	4,234	(2,427)	256	Loss before income taxes	(2,950)
				Decrease in trade receivables	13,576
				Decrease in trade payables	(7,691)
				Increase in inventories	(1,376)
				Decrease/increase in consumption taxes receivable/payable	(901)
Cash flows from investing activities	(1,083)	876	(404)	Payments for investments in capital	(175)
				Purchase of non-current assets	(126)
Cash flows from financing activities	(2,226)	(2,537)	(1,654)	Repayments of long-term borrowings	(1,332)
				Dividends paid	(320)
Effect of exchange rate change on cash and cash equivalents	(0)	(0)	(0)		
Net increase (decrease) in cash and cash equivalents	923	(4,088)	(1,802)		
Cash and cash equivalents at beginning of period	28,807	28,807	24,725		
Increase in cash and cash equivalents resulting from inclusion of subsidiaries in consolidation	-	6	-		
Cash and cash equivalents at end of period	29,731	24,725	22,922		

Source: FIELDS

## 2. Changes in business results

- P.10 Change in quarterly P/L statement (table)
  
- P.11 Change in financial results (graph)  
Change in assets/liabilities, net assets (graph)
  
- P.12 Change in SG&A expenses (graph)  
Change in free cash flows (graph)

# Change in quarterly P/L statement (table)

## [ Consolidated ]

(Unit: Millions of yen)

FY	2018					2019					2020				
	Q1	Q2	Q3	Q4	Full-Year	Q1	Q2	Q3	Q4	Full-Year	Q1	Q2	Q3	Q4	Full-Year
Net sales	8,930	9,111	19,574	13,140	50,755	19,164	8,608	9,393	29,422	66,587	2,341				
Gross profit	1,421	2,431	6,323	3,125	13,300	2,798	1,353	2,185	8,473	14,809	340				
SG & A expenses	4,155	3,604	3,678	3,695	15,132	3,397	3,505	3,547	3,646	14,095	2,744				
Operating profit (loss)	(2,733)	(1,173)	2,645	(571)	(1,832)	(599)	(2,151)	(1,363)	4,826	713	(2,403)				
Ordinary profit (loss)	(2,755)	(1,307)	2,748	(550)	(1,864)	(546)	(1,988)	(1,436)	4,909	939	(2,383)				
Profit (loss) attributable to owners of parent	(2,957)	(294)	3,237	(600)	(614)	(607)	(2,149)	(1,531)	4,777	490	(2,910)				

(Unit: Machines)

Pachinko machines	19,895	12,927	37,026	33,931	103,779	37,464	18,442	17,058	63,488	136,452	2,858				
Pachislot machines	3,341	6,863	9,983	14,057	34,244	4,464	4,191	17,354	28,874	54,883	484				
Total	23,236	19,790	47,009	47,988	138,023	41,928	22,633	34,412	92,362	191,335	3,342				

(Unit: Millions of yen)

FY	2015					2016					2017				
	Q1	Q2	Q3	Q4	Full-Year	Q1	Q2	Q3	Q4	Full-Year	Q1	Q2	Q3	Q4	Full-Year
Net sales	17,140	33,115	21,373	22,848	94,476	15,295	11,364	15,967	34,042	76,668	12,446	22,767	10,053	15,789	61,055
Gross profit	4,950	8,898	6,410	5,222	25,480	2,487	2,699	4,852	7,603	17,641	1,961	4,983	3,775	2,681	13,400
SG & A expenses	5,956	6,008	6,126	5,979	24,069	5,485	5,976	5,972	5,582	23,015	4,864	4,860	4,608	4,806	19,138
Operating profit (loss)	(1,005)	2,889	284	(757)	1,411	(2,997)	(3,278)	(1,119)	2,020	(5,374)	(2,902)	122	(832)	(2,126)	(5,738)
Ordinary profit (loss)	(864)	2,794	265	(815)	1,380	(3,241)	(3,587)	(1,117)	(1,123)	(9,068)	(3,055)	(233)	(570)	(1,346)	(5,204)
Profit (loss) attributable to owners of parent	(867)	1,573	73	(661)	118	(2,340)	(2,516)	(4,216)	(3,411)	(12,483)	(2,752)	(537)	(844)	(3,558)	(7,691)

(Unit: Machines)

Pachinko machines	15,684	49,270	61,959	35,620	162,533	24,677	20,035	33,292	77,610	155,614	14,531	15,723	39,171	26,353	95,778
Pachislot machines	28,725	40,852	24,037	33,268	126,882	12,105	16,236	24,346	35,283	87,970	12,571	56,668	8,053	18,387	95,679
Total	44,409	90,122	85,996	68,888	289,415	36,782	36,271	57,638	112,893	243,584	27,102	72,391	47,224	44,740	191,457

\*The figures of each Q2-Q4 are calculated on this sheet above

\*The figures of FY2018 and Q1-Q3 of FY2019 are partly revised.

## [ Non-Consolidated ]

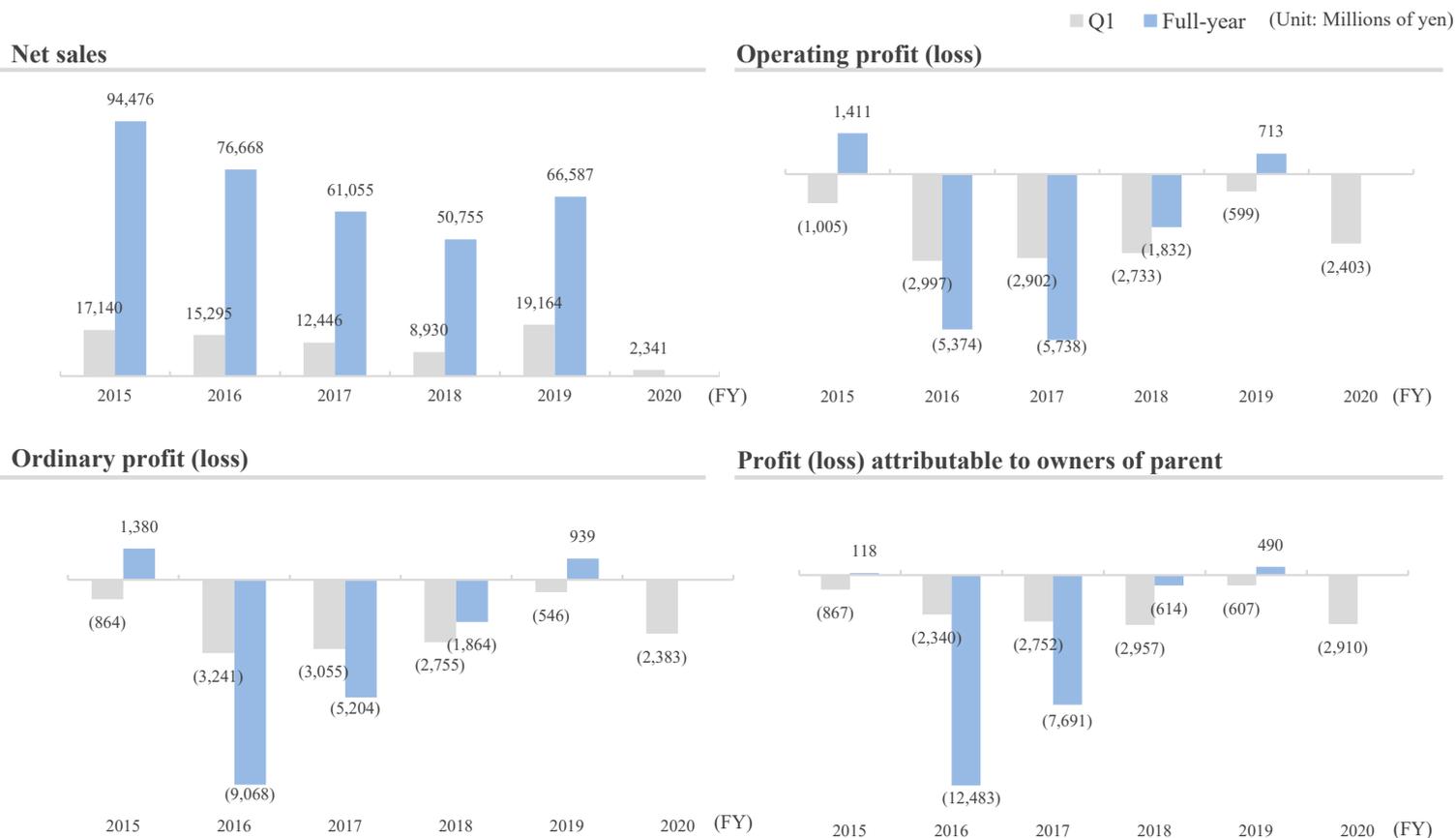
(Unit: Millions of yen)

FY	2014	2015	2016	2017	2018	2019
Net sales	87,221	83,829	64,155	50,570	42,571	57,515
Gross profit	24,976	21,311	14,075	8,888	8,677	11,284
SG & A expenses	21,146	20,958	19,761	15,934	11,837	10,288
Operating profit (loss)	3,829	353	(5,685)	(7,045)	(3,160)	995
Ordinary profit (loss)	4,431	1,401	(5,213)	(6,430)	(2,243)	1,516
Profit (loss)	1,855	(137)	(13,559)	(6,239)	(2,363)	1,091

\*The figures of FY2018 are partly revised.

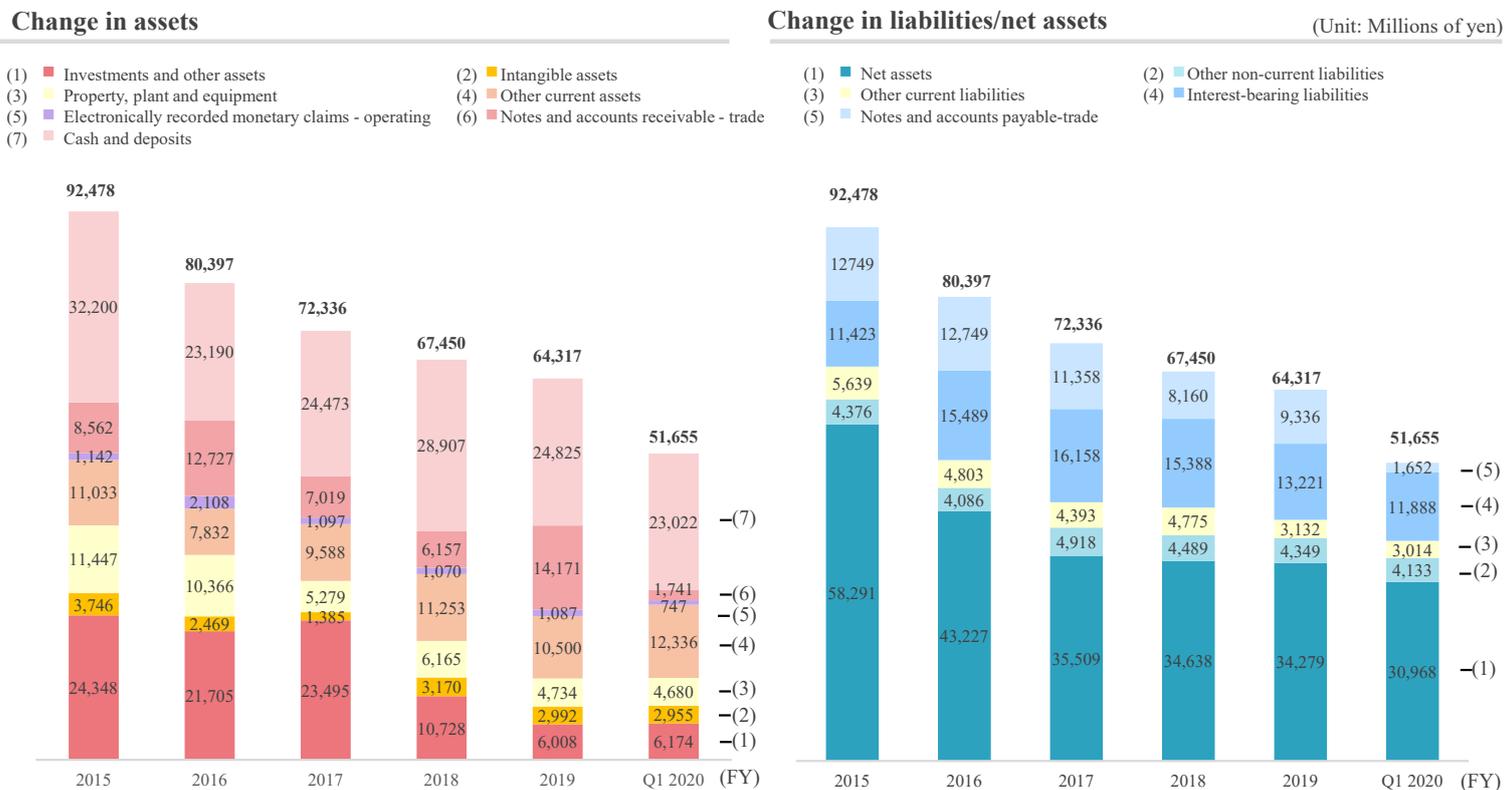
Source: FIELDS

# Change in financial results (graph)



\*The figures of FY2018 and Q1 FY2019 are partly revised. Source: FIELDS

# Change in assets/liabilities, net assets (graph)



\*The Other current assets and the Other current liabilities are calculated on this sheet above.

\*The figures of FY2018 are partly revised.

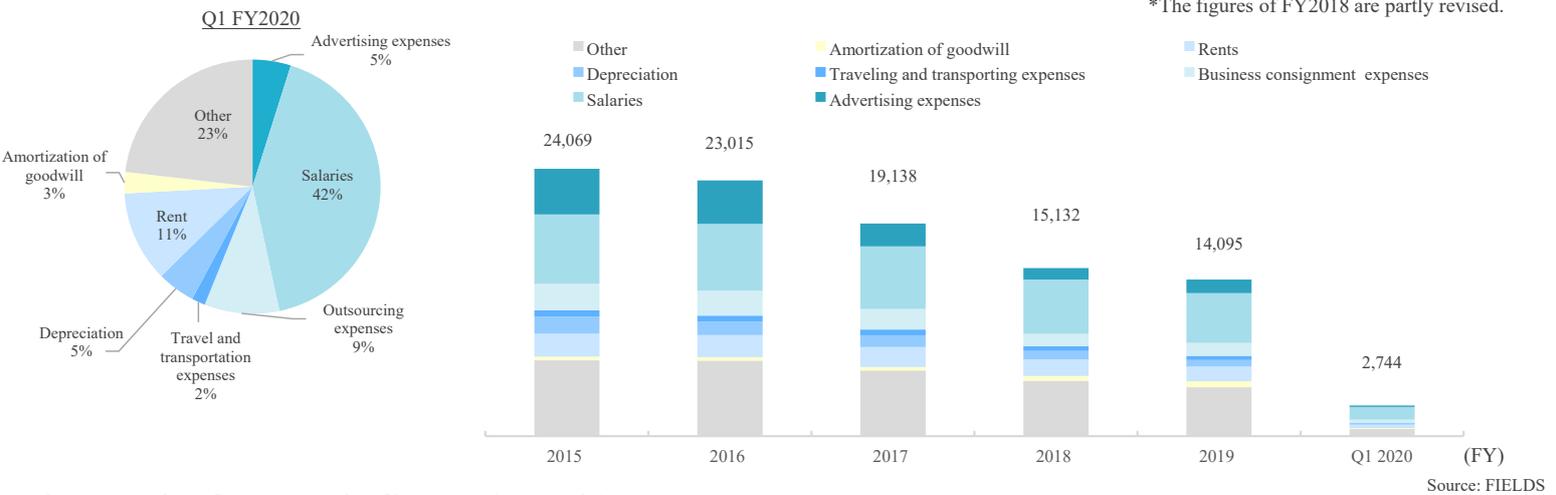
Source: FIELDS

## Change in SG&A expenses (graph)

(Unit: Millions of yen)

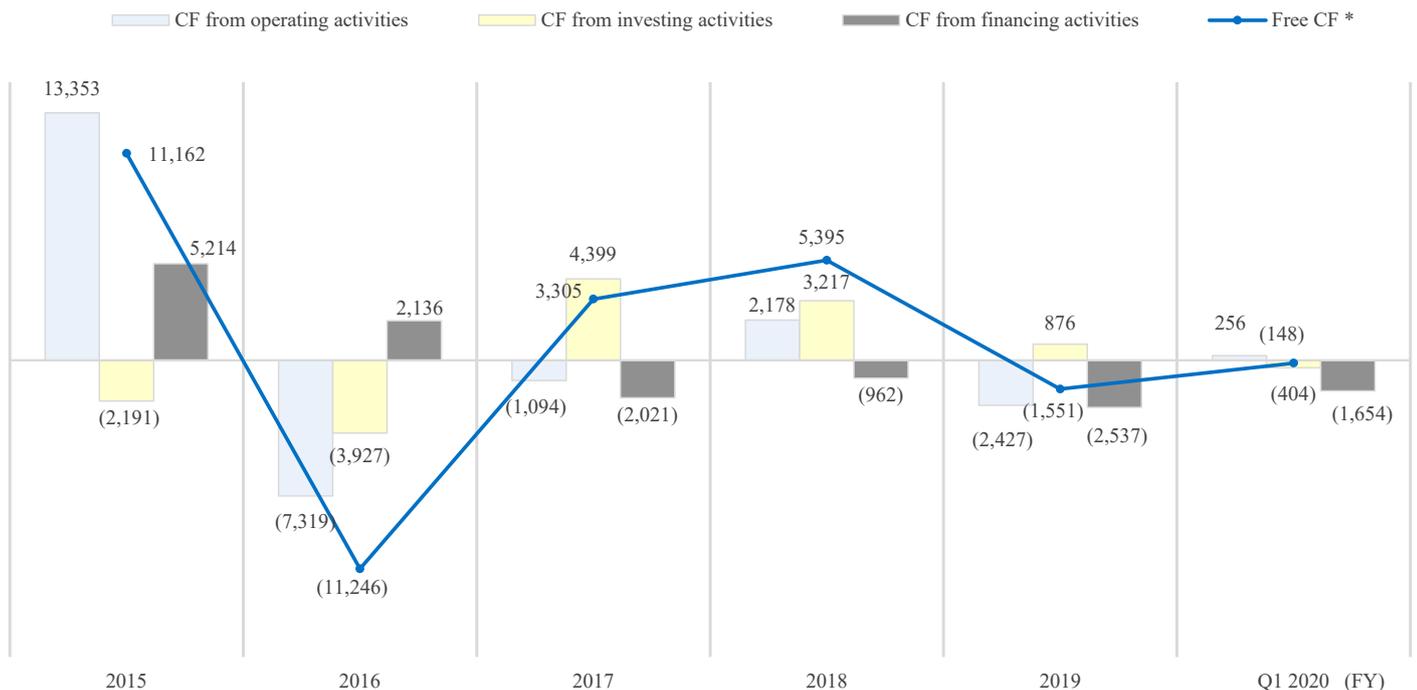
FY	2015	2016	2017	2018	2019	Q1 2020
Advertising expenses	4,118	3,904	2,059	1,034	1,233	132
Salaries	6,248	6,033	5,639	4,900	4,486	1,140
Provision for bonuses	231	222	137	118	139	56
Provision for directors' bonuses	191	-	9	10	14	-
Outsourcing expenses	2,370	2,232	1,851	1,108	1,162	258
Travel and transportation expenses	573	542	520	432	364	47
Depreciation	1,547	1,221	1,060	761	595	131
Rents	2,072	1,981	1,793	1,494	1,318	315
Provision of allowance for doubtful accounts	1	42	236	47	(68)	(13)
Retirement benefit expenses	125	149	132	135	76	18
Amortization of goodwill	326	322	322	435	559	74
Other	6,267	6,367	5,380	4,658	4,217	586
<b>Total SG&amp;A expenses</b>	<b>24,069</b>	<b>23,015</b>	<b>19,138</b>	<b>15,132</b>	<b>14,095</b>	<b>2,744</b>

\*Other is calculated on this sheet above.  
\*The figures of FY2018 are partly revised.



## Change in free cash flows (graph)

(Unit: Millions of yen)



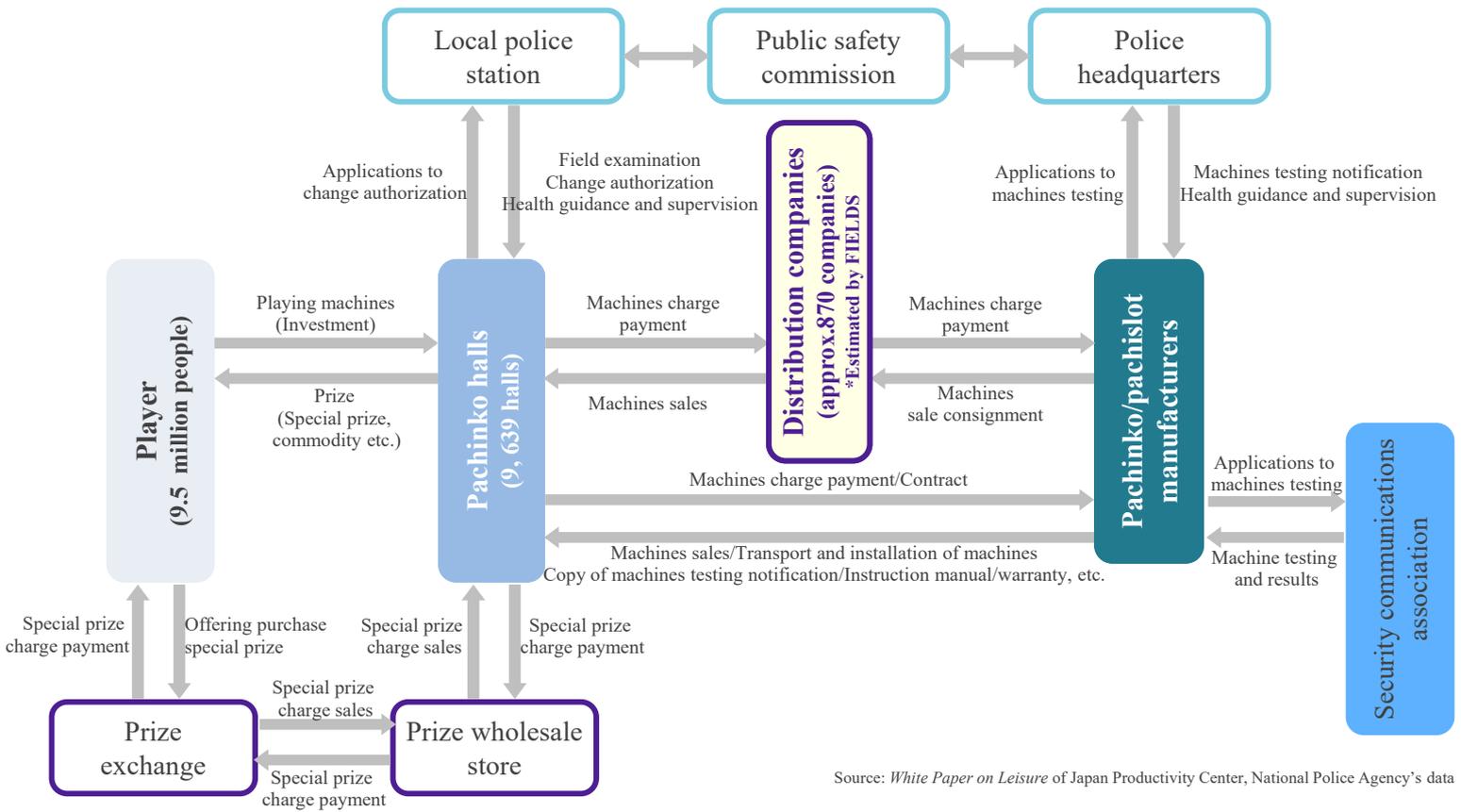
\*Free CF: Cash flows from operating activities and investing activities, calculated on this sheet above

Source: FIELDS

# 3. PS machines sales related data

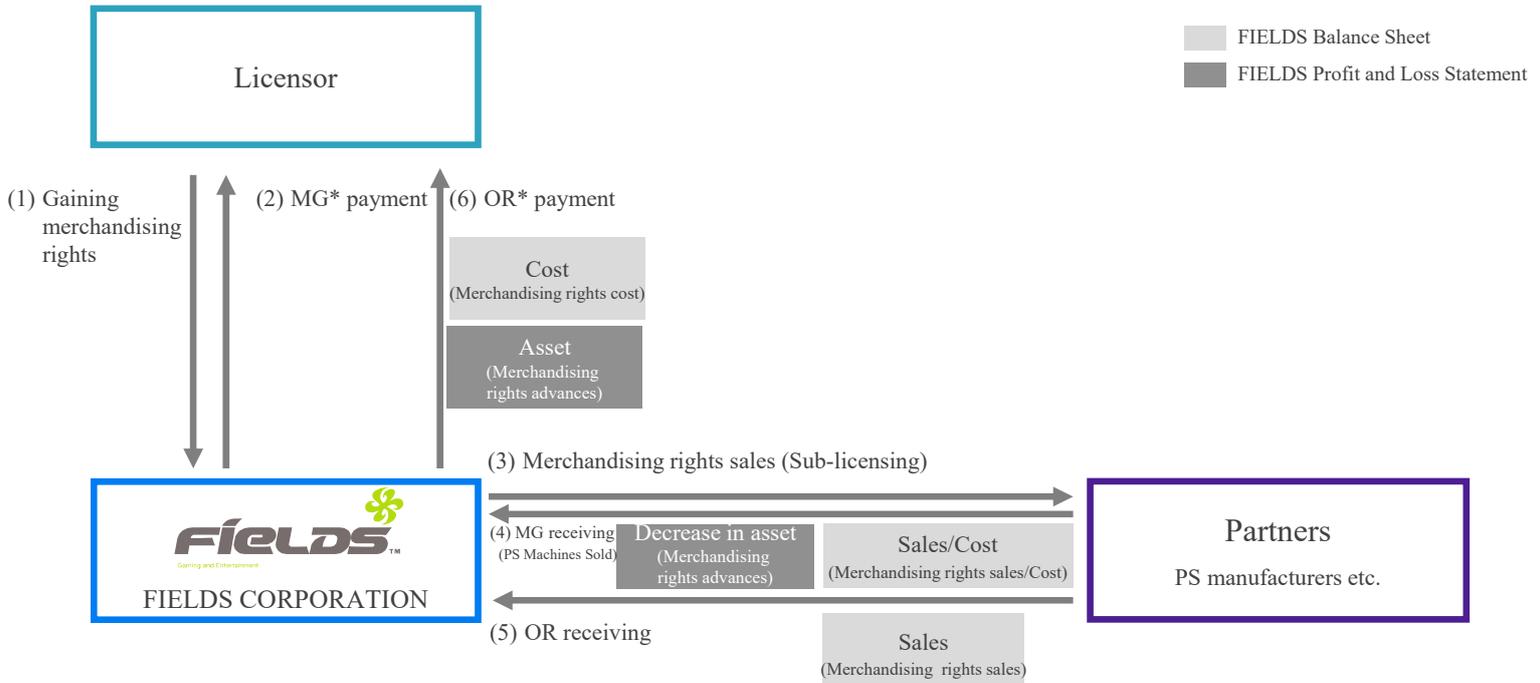
- P.14    Players in PS industry  
Business flow and accounting method of merchandising rights in general products planning and development
- P.15    Accounting method of PS machines sales
- P.16    Main affiliated manufacturers and group companies
- P.17    Main PS machines titles from FY2019 to FY2020
- P.18    Change in PS unit sales by affiliated manufacturer (FY2000 to FY2020)
- P.20    Change in pachinko unit sales by title (FY2003 to FY2020)
- P.22    Change in pachislot unit sales by title (FY2000 to FY2020)
- P.24    Change of *Evangelion* series

# Players in PS industry



Source: White Paper on Leisure of Japan Productivity Center, National Police Agency's data

# Business flow and accounting method of merchandising rights in general products planning and development



\*MG (Minimum Guarantee) Minimum guarantee fee paid by the licensee to the licensor when concluding a license business contract.

\*OR (Over Royalty) Type of royalty paid as reward when the usage of rights authorized for use, such as copyrights and industrial property rights, exceeds a certain level, and whose amount fluctuates according to the usage of such rights.

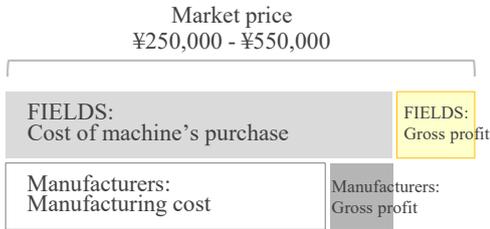
Source: FIELDS

# Accounting method of PS machines sales

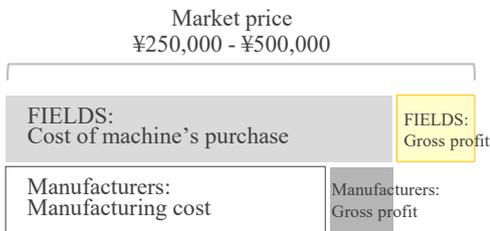
## Distribution sales (sales and profit by purchase of machines)

### Pachinko and pachislot machines

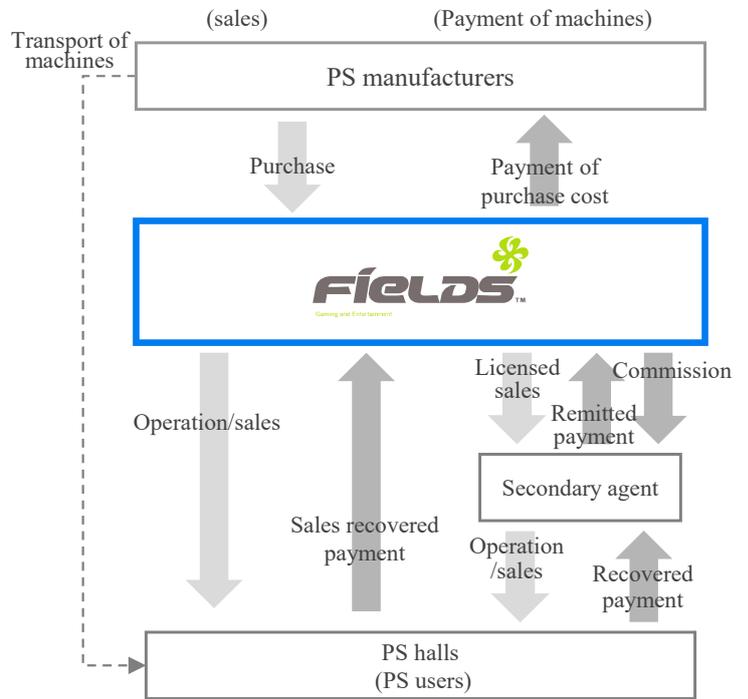
#### Pachinko machine sales: Cost, gainsharing (per machine)



#### Pachislot machine sales: Cost, gainsharing (per machine)



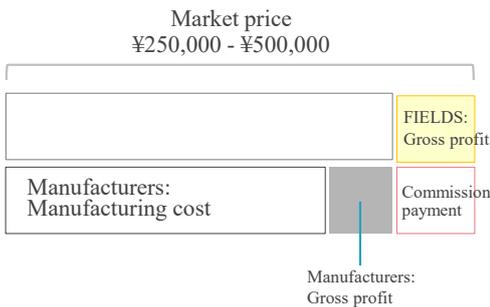
### Method of machine's recovered payment



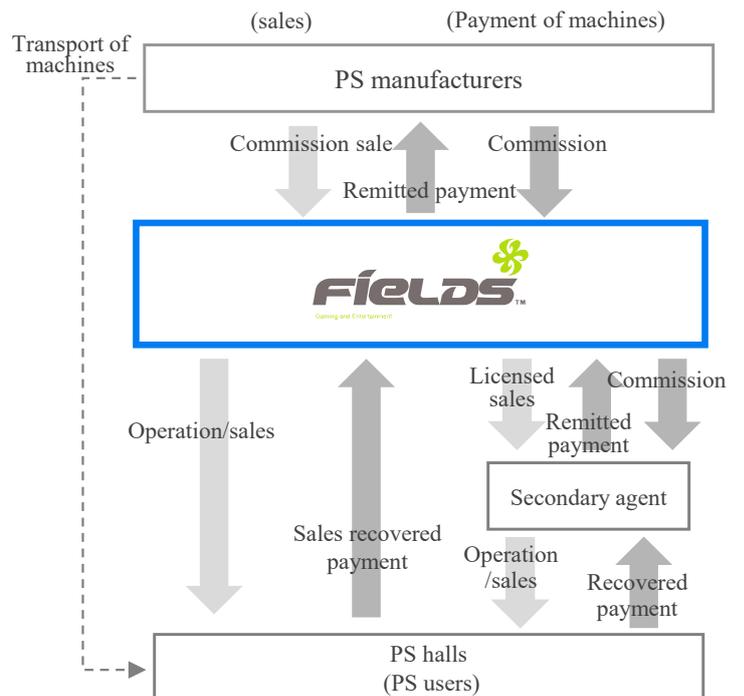
## Agency sales (sales and profit by commission)

### Pachinko machines

#### Pachinko machine sales: Cost, gainsharing (per machine)



### Method of machine's recovered payment



©TSUBURAYA PROD. ©OK!! Manufactured by KYORAKU SANGYO

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©khara ©khara/Project Eva. ©Bisty

Source: FIELDS

# Main affiliated manufactures and group companies

(As of June 30, 2020)

	Manufacturer	History of alliance
Alliance Manufacturer	<p>SANKYO Group</p> <p><b>Bisty</b></p>  <p>Cumulative unit sales of manufacturer P: 2,484,000 machines S: 787,000 machines</p>	<ul style="list-style-type: none"> <li>• 2003 Signed a Basic Sales and Purchase Agreement with Bisty Co., Ltd.</li> </ul>
	<p>KYORAKU SANGYO Group</p> <p><b>OK</b></p>  <p>Cumulative unit sales of manufacturer P: 310,000 machines S: 7,000 machines</p>	<ul style="list-style-type: none"> <li>• 2008 Formed alliance with KYORAKU SANGYO</li> <li>• 2012 Exclusive sales of OK!! brand machines began</li> <li>• 2015 Signed a Basic Agreement with OK Co., Ltd.</li> </ul>
	<p>Daiichi Group</p> <p><b>D-light</b></p>  <p>Cumulative unit sales of manufacturer P: 37,000 machines S: 15,000 machines</p>	<ul style="list-style-type: none"> <li>• 2013 Formed an alliance with D-light Co., Ltd.</li> <li>• 2015 Formed an alliance with Daiichi Shokai Co., Ltd</li> </ul>
	<p>CAPCOM Group</p> <p><b>Enterrise</b></p>  <p>Cumulative unit sales of manufacturer S: 318,000 machines</p>	<ul style="list-style-type: none"> <li>• 2009 Signed a Basic Agreement with Enterrise Co., Ltd.</li> </ul>
Consolidated Subsidiary	<p><b>NANASHOW</b></p>  <p>66.7% *2 (27.8%)</p> <p>Cumulative unit sales of manufacturer P: 24,000 machines S: 65,000 machines</p>	<ul style="list-style-type: none"> <li>• 2014 Formed an alliance with NANASHOW Corporation</li> <li>• 2018 NANASHOW became the consolidated subsidiary</li> </ul>
	<p><b>Spiky *1</b></p>  <p>100.0% *2 (100.0%)</p> <p>Cumulative unit sales of manufacturer S: 13,000 machines</p>	<ul style="list-style-type: none"> <li>• 2015 Spiky Corporation became the consolidated subsidiary</li> </ul>
	<p><b>CROSSALPHA</b></p>  <p>100.0% *2</p>	<ul style="list-style-type: none"> <li>• 2015 K.K. Aristocrat Technologies (now K.K. CROSSALPHA) became the consolidated subsidiary</li> </ul>
Cooperative Manufacturer	<p>SEGA SAMMY Group</p> <p><b>Sammy/RODEO</b></p>  <p>Cumulative unit sales of manufacturer S: 1,412,000 machines</p>	<ul style="list-style-type: none"> <li>• 2000 Formed an alliance with RODEO Co., Ltd.</li> <li>• 2001 Exclusive sales of RODEO brand machines began</li> <li>• 2002 RODEO Co., Ltd. became the affiliated company</li> <li>• 2017 Signed a Basic Sales and Purchase Agreement with Sammy Corporation</li> <li>RODEO Co., Ltd. excluded from affiliated company by share transfer</li> </ul>

\*1 As a result of the subsidiary acquisition of K.K. CROSSALPHA (formerly known as K.K. Aristocrat Technologies), its subsidiary Spiky was made a wholly owned subsidiary.

\*2 The figures indicate the investment ratio. The figures in lower parentheses indicate the indirect investment ratio.

\*The cumulative unit sales of manufacturer have been rounded down to the thousand.

\*The rental plan is included in a part of unit sales.

\*A reworking of calculation method is attempted for some titles from FY2018.

Source: FIELDS

# Main PS machines from FY2019 to FY2020

(As of June 30, 2020)

**Pachinko machines**

**<Q1>**



April  
OK!!  
**Pachinko GANTZ:2**  
25,000 machines

©HIROYA OKU/SHUEISHA  
©HIROYA OKU/SHUEISHA,GANTZ-O Project  
©OK!!

**<Q2>**



August  
Developed by Bisty  
**PACHINKO TEKKEN EXTREME**

©BANDAI NAMCO Entertainment Inc.  
©SANKYO ©Bisty



September  
OK!!  
**Pachinko Onimusha:  
Dawn of Dreams Kyouki Ranbu**  
10,000 machines

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Manufactured by KYORAKU SANGYO

**<Q3>**



October  
D-light  
**ayumi hamasaki  
-LIVE in CASINO-**

©avex management inc. ©avex entertainment inc.



November  
NANASHOW  
**CR Mach GoGoGo GP7000**

©Tatsunoko Production ©NANASHOW

**<Q4>**



December  
Bisty  
**NEON GENESIS  
EVANGELION  
Rebirth of Angels**  
35,000 machines

©khara  
©khara/Project Eva.  
©Bisty

**<Q1>**



January  
OK!!  
**PACHINKO 6 ULTRAMAN  
BROTHERS**  
20,000 machines

©TSUBURAYA PROD. ©OK!!  
Manufactured by KYORAKU SANGYO

**<Q1>**

**<Q2>**

**<Q3>**



Autumn  
Bisty  
**NEON GENESIS  
EVANGELION Decisive  
Battle -Crimson-  
On sale**

©khara  
©khara/Project Eva.  
©Bisty

**Pachislot machines**

**<Q1>**



June  
NANASHOW  
**Super AT Chu la Oki**

©NANASHOW

**<Q2>**



August  
NANASHOW  
**PACHISLOT Tengen Toppa  
Gurren Lagann**

©GANAX・中島かずかアニメックス・KONAMI・テレビ東京・電通  
©GANAX・中島かずか電通・ガンパッパ制作委員会  
©NANASHOW

**<Q3>**



October  
Bisty  
**CARD BATTLE PACHI-SLOT  
MOBILE SUIT GUNDAM  
X-OVER**

©SOTSU・SUNRISE ©Bisty



November  
EXCITE  
**Pachislot  
Salaryman Kintaro -MAX-  
12,000 machines**

©Hiroshi Motomiya SHUEISHA/FIELDS

**<Q4>**



March  
Bisty  
**EVANGELION FESTIVAL**

©khara ©Bisty



March  
Enterrise  
**PACHI SLOT Onimusha: Dawn  
of Dreams**  
20,000 machines

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**<Q1>**

**<Q2>**



July  
Developed by NANASHOW  
**BLACK LAGOON 4**  
On sale

©2006,2010 広江礼威・小字能/BLACK LAGOON制作委員会  
©Spiky ©NANASHOW



August  
Bisty  
**Pachislot for CHAR AZNABLE  
-RED COMET's Counterattack  
On sale**

©SOTSU・SUNRISE ©Bisty

**<Q3>**



Autumn  
Developed by Enterrise  
**PACHISLOT Ring-ni-kakero I  
-World champion carnival  
version-  
On sale**

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©Spiky  
Manufactured by Spiky Corporation Developed by Enterrise Co., Ltd.

FY 2019 2020

FY	Pachinko unit sales				
	Q1	Q2	Q3	Q4	Full-Year
2019	37,464	18,442	17,058	63,488	136,452
2020	2,858				

FY	Pachislot unit sales				
	Q1	Q2	Q3	Q4	Full-Year
2019	4,464	4,191	17,354	28,874	54,883
2020	484				

\*The table shows the titles which are announced. The information of the Amadigi-type and reuse-type machines are omitted.  
 \*The table shows the unit sales which the number of machines sold is calculated by Q1 FY2020. \*The figures for each titles are rounded down to thousand.  
 \*The unit sales less than 10,000 are not disclosed. \*Please refer to the page through 20-23 for details on titles launched from FY2000.

Source: FIELDS

## Change in pachinko unit sales by affiliated manufacturer

(As of June 30, 2020)

FY		2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Bisty	Title	-	-	-	1	4	5	5	5	4	4	2
	Unit sales	-	-	-	4,151	169,037	262,806	292,905	217,526	170,883	286,877	236,505
OK!!	Title	-	-	-	-	-	-	-	-	-	-	-
	Unit sales	-	-	-	-	-	-	-	-	-	-	-
MIZUHO/ Macy	Title	-	-	-	-	-	-	-	-	-	-	-
	Unit sales	-	-	-	-	-	-	-	-	-	-	-
NANASHO W	Title	-	-	-	-	-	-	-	-	-	-	-
	Unit sales	-	-	-	-	-	-	-	-	-	-	-
Daiichi/D- light	Title	-	-	-	-	-	-	-	-	-	-	-
	Unit sales	-	-	-	-	-	-	-	-	-	-	-
Total	Title	-	-	-	1	4	5	5	5	4	4	2
	Unit sales	-	-	-	4,151	169,037	262,806	292,905	217,526	170,883	286,877	236,505

Source: FIELDS

## Change in pachislot unit sales by affiliated manufacturer

FY		2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
RODEO	Title	2	4	5	6	3	2	3	5	3	2	3
	Unit sales	32,904	155,263	176,436	153,538	165,134	159,222	42,818	86,182	29,811	28,762	121,691
Bisty	Title	-	-	-	1	2	1	5	3	2	2	2
	Unit sales	-	-	-	5,622	19,053	22,952	73,714	112,439	91,204	76,179	70,080
OK!!	Title	-	-	-	-	-	-	-	-	-	-	-
	Unit sales	-	-	-	-	-	-	-	-	-	-	-
Enterrise	Title	-	-	-	-	-	-	-	-	-	1	1
	Unit sales	-	-	-	-	-	-	-	-	-	2,498	16,119
MIZUHO/ Macy	Title	-	-	-	-	-	-	-	-	-	-	-
	Unit sales	-	-	-	-	-	-	-	-	-	-	-
NANASHO W	Title	-	-	-	-	-	-	-	-	-	-	-
	Unit sales	-	-	-	-	-	-	-	-	-	-	-
Spiky	Title	-	-	-	-	-	-	-	-	-	-	-
	Unit sales	-	-	-	-	-	-	-	-	-	-	-
D-light	Title	-	-	-	-	-	-	-	-	-	-	-
	Unit sales	-	-	-	-	-	-	-	-	-	-	-
Total	Title	2	4	5	7	5	3	8	8	5	5	6
	Unit sales	32,904	155,263	176,436	159,160	184,187	182,174	116,532	198,621	121,015	107,439	207,890

\*Number of titles sold includes only major titles for pachinko.

\*Unit sales are the cumulative number of machines sold by each manufacturer and some of the unit sales include the rental plan.

Source: FIELDS

## Change in pachinko unit sales by affiliated manufacturer

(As of June 30, 2020)

FY		2011	2012	2013	2014	2015	2016	2017	2018	2019	Q1 2020	Total
Bisty	Title	2	1	3	2	2	2	2	2	2	-	48
	Unit sales	181,776	48,216	111,868	159,778	90,684	98,637	56,865	37,146	57,423	1,626	2,484,709
OK!!	Title	-	1	2	1	1	1	-	2	3	-	11
	Unit sales	-	32,437	28,790	114,597	5,010	22,897	19,110	24,038	63,026	101	310,006
MIZUHO/ Macy	Title	-	-	-	1	3	-	1	-	-	-	5
	Unit sales	-	-	-	4,898	39,623	73	6,316	5,367	-	-	56,277
NANASHO W	Title	-	-	-	-	-	2	-	1	1	-	4
	Unit sales	-	-	-	-	-	3,731	665	16,567	3,921	50	24,934
Daïichi/D- light	Title	-	-	-	-	1	1	-	1	1	-	4
	Unit sales	-	-	-	-	8,636	14,015	-	10,278	4,386	1	37,316
Total	Title	2	2	5	4	7	6	3	6	7	-	72
	Unit sales	181,776	80,653	140,658	279,273	143,953	139,353	82,956	93,396	128,756	1,778	2,913,242

Source: FIELDS

## Change in pachislot unit sales by affiliated manufacturer

FY		2011	2012	2013	2014	2015	2016	2017	2018	2019	Q1 2020	Total
RODEO	Title	3	2	1	1	-	1	2	-	-	-	48
	Unit sales	81,820	104,549	26,505	42,566	-	4,431	629	-	-	-	1,412,261
Bisty	Title	2	3	3	-	3	2	2	2	2	-	37
	Unit sales	81,754	65,876	61,762	20	54,341	12,010	12,294	13,186	14,870	14	787,370
OK!!	Title	-	-	-	-	-	-	2	-	-	-	2
	Unit sales	-	-	-	-	-	-	7,039	-	-	-	7,039
Enterrise	Title	1	1	2	1	2	3	2	3	1	-	18
	Unit sales	7,264	47,889	72,085	24,467	42,825	57,848	22,326	4,854	19,868	157	318,200
MIZUHO/ Macy	Title	-	-	1	-	-	-	2	-	-	-	3
	Unit sales	-	-	54,127	66	-	-	4,000	-	-	-	58,193
NANASHO W	Title	-	-	-	1	2	2	3	2	2	-	12
	Unit sales	-	-	-	20,084	14,990	6,321	10,989	7,985	5,178	-	65,547
Spiky	Title	-	-	-	-	-	-	1	4	-	-	5
	Unit sales	-	-	-	-	-	-	7,064	6,660	-	11	13,735
D-light	Title	-	-	-	-	3	1	2	-	-	-	6
	Unit sales	-	-	-	-	9,131	3,185	3,357	-	-	-	15,673
Total	Title	6	6	7	3	10	9	16	11	5	-	131
	Unit sales	170,838	218,314	214,479	87,203	121,287	83,795	67,698	32,685	39,916	182	2,678,018

\*Number of titles for pachinko only includes the major titles. \*Unit sales are the cumulative number of machines sold by each manufacturer and some of the unit sales include the rental plan.

\*A revision of calculation method is attempted for some titles from FY2018.

\*The unit sales of RODEO includes that of *Kaiji 3* released in FY2013 from GINZA Corporation.

\*The unit sales of OK!! includes that of *PACHI-SLOT ULTRASEVEN* released in FY2017 and *Pachinko Onimusha: Dawn of Dreams Super Souken* released in FY2018 from KYORAKU SANGYO.

Source: FIELDS

# Change in pachinko unit sales by title (FY2003 to FY2020)

(As of June 30, 2020)

Bisty			
	FY	Title	Number of sales
1	2003	CR FEVER KUNG-FU GAL	14,000
2	2004	CR Kahara Tomomi to Minashigo Hatchi	41,000
3		CR Neon Genesis Evangelion	124,000
4		CR Circuit e ikou!	11,000
5		CR FEVER TWINS	-
6	2005	CR Neon Genesis Evangelion: Second Impact	161,000
7		CR Ashita ga arusa Yoshimoto World	38,000
8		CR Marilyn Monroe	39,000
9		CR Iijima Naoko no Casino Bisty	21,000
10		CR Daimajin	10,000
11	2006	CR Neon Genesis Evangelion—Kiseki no Kachiwa	187,000
12		CR WINK	11,000
13		CR Aya Matsuura	40,000
14		CR Otoko Ippiki Gaki Daisho	-
15		CR Shin Sangoku Musou	27,000
16	2007	CR Neon Genesis Evangelion—The Angels Are Back Again	199,000
17		CR Tomb Raider	-
18		CRA Felix the Cat	-
19		CR The Mask of Zorro	-
20	CR LOONEY TUNES BIA	-	
21	2008	CR Mystic Blue	-
22		CR King Kong	21,000
23		CR Seven Samurai	82,000
24		CR A Morning Musume	-
25	CR A Neon Genesis Evangelion Premium Model	51,000	
26	2009	CR Neon Genesis Evangelion—The Beginning and the End	237,000
27		CR Iron Chef	-
28		CR GTO	-
29		CR Neon Genesis Evangelion—The Angels Are Back Again YF	24,000
30	CR Shimizu no Jirocho—The Bonds of Life	11,000	
31	2010	CR Kung Fu Panda	12,000
32		CR Evangelion—Evangelical of the beginnings Light ver.	-
33		CR Shimizu no Jirocho Light ver.	-
34	CR Evangelion—Evangelical of the Beginnings	205,000	
35	2011	CR Evangelion 7	100,000
36		CR The story of ayumi hamasaki Sweet Version	10,000
37		CR The story of ayumi hamasaki Light Version	-
38		CR The story of ayumi hamasaki—introduction	72,000

39	2012	Evangelion 7 Smile Model	12,000
40		CR Sengoku BASARA 3—The Battle of Sekigahara	16,000
41		EVA Light III	16,000
42	2013	CR EVANGELION 8 Premium Battle	12,000
43		CR TEKKEN	18,000
44		CR EVANGELION 8	75,000
45		CR Beyond the Heavens	-
46	2014	CR TEKKEN LIGHT VERSION	-
47		CR EVANGELION 8 Extreme Battle	20,000
48		CR ayumi hamasaki 2	23,000
49		CR EVANGELION 9	103,000
50		CR EVANGELION 9 Premium Amadigi ver.	13,000
51		CR EVANGELION 9 Middle ver.	-
52	2015	CR EVANGELION 9 Type zero ver.	-
53		CR Martian Successor NADESICO	-
54		CR EVANGELION X	53,000
55		CR EVANGELION 9 Type zero 199 ver.	-
56	CR Martian Successor NADESICO Light ver.	-	
57	CR EVANGELION X PREMIUM MODEL	12,000	
58	2016	CR TEKKEN 2 Toushin ver.	15,000
59		CR EVANGELION 9 180ver.	-
60		CR EVANGELION 10 SPEED IMPACT	12,000
61		CR EVANGELION—Time to Rise	57,000
62	CR TEKKEN 2 Fujin ver.	-	
63	2017	CR EVANGELION—Time to Rise Premium Model	-
64		CR EVANGELION 2018 model	36,000
65		CR EVANGELION—Time to Rise Start impact	-
66	CR CODE GEASS Lelouch of the Rebellion - Emperor Road-	10,000	
67	CR EVANGELION 2018 model GOLD Impact	-	
68	2018	CR Drum ☆ EVANGELION PINK	-
69		Mode Pachinko CODE GEASS Lelouch of the Rebellion - easy version -	-
70		Mode Pachinko Drum ☆ EVANGELION GOLD	-
71	EVANGELION Super awakening/ Super berserk	27,000	
72	2019	PACHINKO TEKKEN EXTREME	-
73		EVANGELION 13 Premium model	-
74		NEON GENESIS EVANGELION Rebirth of Angels	35,000
75		PACHINKO TEKKEN EXTREME SWEET COMBO VER.	-
76		EVANGELION 13 EXTRA model	-
77		NEON GENESIS EVANGELION Rebirth of Angels PREMIUM MODEL	-
78	2020	NEON GENESIS EVANGELION Decisive Battle -Crimson-	On sale

\*The table shows the titles which were announced as of June 30, 2020.

\*The table shows the unit sales which is calculated by Q1 FY2020 (the information of the amadigi-type and reuse-type machines are omitted).

Regarding the titles which unit sales were less than 10,000, the figures are not disclosed.

\*The figures have been rounded down to thousand.

\*Some of the unit sales include the rental plan.

Source: FIELDS

# Change in pachinko unit sales by title (FY2003 to FY2020)

(As of June 30, 2020)

OK!!			
	FY	Title	Unit sales
1	2012	<i>New-century Pachinko GHOST IN THE SHELL: STAND ALONE COMPLEX MAX type</i>	-
2		<i>New-century Pachinko GHOST IN THE SHELL: STAND ALONE COMPLEX Middle type</i>	25,000
3	2013	<i>Pachinko Onimusha: Dawn of Dreams</i>	33,000
4		<i>New-century Pachinko BERSERK</i>	23,000
5	2014	<i>Pachinko Onimusha: Dawn of Dreams Light Version</i>	-
6		<i>Pachinko Ultra Battle Retsuden</i>	80,000
7	2015	<i>Pachinko Marvel's Avengers</i>	-
8	2016	<i>Pachinko GANTZ</i>	31,000
9	2017	<i>Pachinko Ultra Battle Retsuden Light Edition</i>	-
10		<i>Pachinko Marvel's Avengers Type196</i>	-
11		<i>Pachinko Marvel's Avengers Light Version</i>	-
12		<i>Pachinko GANTZ EXTRA</i>	-
13	2018	<i>Pachinko Onimusha: Dawn of Dreams Super Souken (Manufactured by KYORAKU SANGYO)</i>	15,000
14		<i>Pachinko GEKIJOUREI</i>	10,000
15	2019	<i>Pachinko GANTZ:2</i>	25,000
16		<i>Pachinko Onimusha: Dawn of Dreams Kyouki Ranbu (Manufactured by KYORAKU SANGYO)</i>	10,000
17		<i>Pachinko Onimusha: Dawn of Dreams Kyouki Ranbu Light Verion (Manufactured by KYORAKU SANGYO)</i>	-
18		<i>PACHINKO 6 ULTRAMAN BROTHERS (Manufactured by KYORAKU SANGYO)</i>	20,000

MIZUHO/ Macy			
	FY	Title	Unit sales
1	2014	<i>CR BATMAN</i>	-
2	2015	<i>CR Million GOD RISING</i>	22,000
3		<i>CR Midoridon Hanabi DE Buon giorno</i>	10,000
4		<i>CR Million GOD RISING—ZEUS Returns—</i>	-
5		<i>CR Tengen Toppa Gurren Lagann</i>	-
6		<i>CR Midoridon Hanabi DE Buon giorno 1/99ver.</i>	-
7		2017	<i>CR Yu-Gi-Sei Million Arthur</i>
8	2018	<i>CR Tengen Toppa Gurren Lagann 199 ver.</i>	-
9		<i>CR Tengen Toppa Gurren Lagann 99 ver.</i>	-
10		<i>CR Yu-Gi-Sei Million Arthur 199ver</i>	-

Daiichi/ D-light			
	FY	Title	Unit sales
1	2015	<i>CR Sakigake Otokojuku</i>	-
2		<i>CR Sakigake Otokojuku Light Ver.</i>	-
3	2016	<i>CR MAJESTIC PRINCE</i>	13,000
4	2018	<i>CR INUYASHA JUDGEMENT∞(infinity)</i>	-
5		<i>P INUYASHA JUDGEMENT∞ PREMIUM</i>	-
6	2019	<i>ayumi hamasaki -LIVE in CASINO-</i>	-

NANASHOW			
	FY	Title	Unit sales
1	2016	<i>CR The Amazing Spider-Man</i>	-
2		<i>THE GENIE FAMILY</i>	-
3	2018	<i>CR ULTIMATE JUDGEMENT</i>	16,000
4	2019	<i>PA ULTIMATE JUDGEMENT Sweet Judgement 99 ver.</i>	-
5		<i>CR Mach GoGoGo GP7000</i>	-

\*The table shows the titles which were announced as of June 30, 2020.

\*The table shows the unit sales which is calculated by Q1 FY2020 (the information of the amadigi-type and reuse-type machines are omitted).

Regarding the titles which unit sales were less than 10,000, the figures are not disclosed.

\*The figures have been rounded down to thousand.

\*Some of the unit sales include the rental plan.

Source: FIELDS

# Change in pachislot unit sales by title (FY2000 to FY2020)

(As of June 30, 2020)

RODEO			
	FY	Title	Unit sales
1	2000	INDY JAWS 2	23,000
2		Gamera	29,000
3	2001	Ichigeki Teio 2	17,000
4		Salaryman Kintaro	118,000
5		DOUBLE CHALLENGE	31,000
6		Oo-Gamera	32,000
7	2002	KAZENOYOUJINBOU	53,000
8		SNOW KING	-
9		Salaryman Kintaro S	-
10		CLUB RODEO T	43,000
11		Ginginmaru	31,000
12	2003	Gamera -High Grade Vision	61,000
13		WANTOUCHABLE (Sammy)	-
14		JET SET RADIO	22,000
15		Charlie's Angels FT	-
16		Sloter Kintaro	52,000
17		Yajyu	14,000
18	2004	Onimusha 3	120,000
19		Kaiji	29,000
20		Umematsu Dynamite Wave!	36,000
21	2005	Ore no Sora	125,000
22		Dokonjo Gaeru	-
23	2006	Sakigake!! Otoko Juku	17,000
24		PREMIUM Dynamite	-
25		Dokaben	-
26	2007	Virtua Fighter	10,000
27		Tenka Muteki! Salaryman Kintaro	18,000
28		The Mask of Zorro	-
29		Cream Stew	-
30		Devil May Cry 3	48,000
31	2008	Kaiji Act 2	18,000
32		Tenchi wo Kurau	-
33		Sonic Live	-
34	2009	Onimusha: Dawn of Dreams	90,000
35		Hono-no Nekketsu Kyoshi	-
36	2010	Gravion	-
37		Ore no Sora—Spirit of Young Justice	38,000
38		Gamera	13,000
39	2011	Pachislot Monster Hunter	95,000
40		Rahxephon	-
41		Kaze no Youjinbou—Memory of Butterflies	23,000
42	2012	Pachislot Shin-Onimusha Sairin	41,000

43	2012	SAKIGAKE OTOKOJUKU—TENCHO-GORIN THE FINAL	24,000
44	2013	Kaiji3 (Manufactured by GINZA Corporation)	25,000
45	2014	Salaryman Kintaro Synsse Kaido	42,000
46	2016	Pachislot INUYASHA	-
47	2017	PACHISLOT TATAKAE! SALARY-MAN	-
48		Pachislot Ys I&II	-

Bisty			
	FY	Title	Unit sales
1	2003	KAIZOKU	-
2	2004	Dai Yamato	12,000
3		Fever Natsumatsuri	-
4	2005	Neon Genesis Evangelion	23,000
5	2006	SHERLOCK HOUND	-
6		GTO	-
7		ROCKY BALBOA	-
8		Tomb Raider	60,000
9		Lord of the Rings	-
10	2007	Beach Club	-
11		Neon Genesis Evangelion—Magokoro wo Kimini	99,000
12		Morning Musume	-
13	2008	KING KONG	-
14		Neon Genesis Evangelion—That time has come, now they're waiting for us	90,000
15	2009	Saturday Night Fever	-
16		Neon Genesis Evangelion—Die Spur der SEELE	84,000
17	2010	MOBASLO Evangelion—for your own wish	77,000
18		Magical Shopping Arcade Abenobashi	-
19	2011	Evangelion—the Heartbeat of Life	46,000
20		SAMURAI 7	12,000
21	2012	EVANGELION	57,000
22		Yaoh	-
23		GTO Limit Break	-
24	2013	Evangelion—Ketsui no Toki	13,000
25		MOBILE SUIT GUNDAM	25,000
26		PACHISLOT ULTRAMAN WARS	23,000
27	2015	EVANGELION—Spear of Hope	26,000
28		EVANGELION—Tamashii wo Tsunagumono	15,000
29		MOBILE SUIT GUNDAM Awakening—Chained battle—	12,000
30	2016	EVANGELION—WISH OF VICTORY	-
31		PACHI-SLOT MOBILE SUIT Z GUNDAM	-
32	2017	EVANGELION 30φMODEL	-
33		Neon Genesis Evangelion - to You the Sincerity 2	-
34	2020	Pachislot for CHAR AZNABLE -RED COMET's Counterattack	On sale

\*The table shows the titles which were announced as of June 30, 2020.

\*The figures have been rounded down to thousand. \*Some of the unit sales include the rental plan.

\*The table shows the unit sales which is calculated by Q1 FY2020 (the information of the amadigi-type and reuse-type machines are omitted). Regarding the titles which unit sales were less than 10,000, the figures are not disclosed.

Source: FIELDS

# Change in pachislot unit sales by title (FY2000 to FY2020)

(As of June 30, 2020)

34	2018	<i>Pachislot Evangelion AT777</i>	14,000
35		<i>Neon Genesis Evangelion - berserk 400</i>	-
36	2019	<i>CARD BATTLE PACHI-SLOT MOBILE SUIT GUNDAM X-OVER</i>	-
37		<i>EVANGELION FESTIVAL</i>	-

## Enterrise

	FY	Title	Unit sales
1	2009	<i>VIEWTIFUL JOE</i>	-
2	2010	<i>Sengoku BASARA 2</i>	16,000
3	2011	<i>Street Fighter IV</i>	-
4	2012	<i>Resident Evil 5</i>	49,000
5	2013	<i>Monster Hunter: Gekka Raimei</i>	50,000
6		<i>Devil May Cry 4</i>	25,000
7	2014	<i>Pachislo Sengoku BASARA 3</i>	20,000
8	2015	<i>Resident Evil 6</i>	37,000
9		<i>Asura's Wrath</i>	-
10	2016	<i>Super Street Fighter IV</i>	-
11		<i>Devil May Cry X (Cross)</i>	15,000
12		<i>Monster Hunter Kyoryu Sensen</i>	37,000
13	2017	<i>Pachislo Machine Ace Attorney</i>	-
14		<i>Resident Evil Revelations</i>	18,000
15	2018	<i>Pachislo Okami</i>	-
16		<i>STREET FIGHTER V PACHISLOT EDITION</i>	-
17		<i>Pachislot Sengoku BASARA HEROES PARTY</i>	-
18	2019	<i>PACHI SLOT Onimusha: Dawn of Dreams</i>	20,000

## MIZUHO

	FY	Title	Unit sales
1	2013	<i>ANOTHER GOD HADES</i>	54,000
2	2017	<i>Kai-Dou-Sei Million Arthur</i>	-
3		<i>THE AMAZING SPIDER-MAN</i>	-

## NANASHOW

	FY	Title	Unit sales
1	2014	<i>Pachislot BERSERK</i>	20,000
2	2015	<i>PACHISLOT NINJA GAIDEN</i>	12,000
3		<i>Pachislot Ultraman</i>	-
4	2016	<i>Pachislot ALIEN BALTAN</i>	-
5		<i>Pachislot LOAD of VERMILION</i>	-
6	2017	<i>PACHISLOT GRAPPLER BAKI</i>	-
7		<i>PACHISLOT TOUKIDEN</i>	-
8		<i>PACHISLOT BLACK LAGOON3</i>	-
9	2018	<i>Pachislot Mach GoGoGo</i>	-
10		<i>Pachislot LORD of VERMILION Re:</i>	-
11	2019	<i>Super AT Chu la Oki</i>	-
12		<i>PACHISLOT Tengen Toppa Gurren Lagann</i>	-

## D-light

	FY	Title	Unit sales
1	2015	<i>MAJESTIC PRINCE</i>	-
2		<i>HIGURASHI NO NAKUKORONI—KIZUNA</i>	-
3		<i>Oh My Goddess!</i>	-
4	2016	<i>Pachislot GARGANTIA ON THE VERDUROUS PLANET</i>	-
5	2017	<i>Pachislot Osomatsu-kun</i>	-
6		<i>Pachislot The Ambition of Oda Nobuna</i>	-

## OK!!

	FY	Title	Unit sales
1	2017	<i>Pachi-Slot Marvel's The Avengers</i>	-
2		<i>PACHI-SLOT ULTRASEVEN (Manufactured by KYORAKU SANGYO)</i>	-

## Spiky

	FY	Title	Unit sales
1	2017	<i>PACHISLOT Super GANTZ (Developed by NANASHOW Corporation)</i>	-
2	2018	<i>PACHISLOT Tengen Toppa Gurren Lagann - KIWAME- (Developed by NANASHOW Corporation)</i>	-
3		<i>Pachislot Hananchu (Developed by NANASHOW Corporation)</i>	-
4		<i>PACHISLOT ROCKMAN Ability (Developed by Enterrise Co., Ltd.)</i>	-
5		<i>Resident Evil INTO THE PANIC (Developed by Enterrise Co., Ltd.)</i>	-
6	2020	<i>BLACK LAGOON4 (Developed by NANASHOW Corporation)</i>	On sale
7		<i>PACHISLOT Ring-ni-kakero I -World champion carnival version (Developed by Enterrise Co., Ltd.)</i>	On sale

\*The table shows the titles which were announced as of June 30, 2020.

\*The figures have been rounded down to thousand. \*Some of the unit sales include the rental plan.

\*The table shows the unit sales which is calculated by Q1 FY2020 (the information of the amadigi-type and reuse-type machines are omitted).

Regarding the titles which unit sales were less than 10,000, the figures are not disclosed.

Source: FIELDS

# Change of pachinko *Evangelion* series

FY	Sales title (main title)	Low gambling nature type/ reused-type machines	Unit sales of series (by period)	FY	Sales title (main title)	Low gambling nature type/ reused-type machines	Unit sales of series (by period)
2004	 <p><b>Neon Genesis Evangelion</b> Dec. 2004 (124,000 machines)</p>		98,000 machines	2009	 <p><b>The Beginning and the End</b> Apr. 2009 (237,000 machines)</p>	 <p><b>The Angels Are Back Again YF</b> Jan. 2010 (24,000 machines)</p>	259,000 machines
2005	 <p><b>Second Impact</b> Feb. 2006 (161,000 machines)</p>		150,000 machines	2010	 <p><b>Evangelical of the Beginnings</b> Jun. 2010 (205,000 machines)</p>	 <p><b>Evangelical of the Beginnings Light ver.</b> Nov. 2010</p>	215,000 machines
2006	 <p><b>Kiseki no Kachiwa</b> Feb. 2007 (187,000 machines)</p>		206,000 machines	2011	 <p><b>Evangelion 7</b> Jan. 2012 (100,000 machines)</p>		97,000 machines
2007	 <p><b>The Angels Are Back Again</b> Jan. 2008 (199,000 machines)</p>		206,000 machines	2012		 <p><b>(Evangelion 7) EVA Light III</b> May 2012 (16,000 machines)</p>	31,000 machines
2008		 <p><b>Neon Genesis Evangelion Premium Model</b> May 2008 (51,000 machines)</p>	63,000 machines	2013	 <p><b>EVANGELION 8</b> Jul. 2013 (75,000 machines)</p>	 <p><b>EVANGELION 8 Premium Battle</b> Jan. 2014 (12,000 machines)</p>	88,000 machines

\*The figures have been rounded down to thousand.

\*The figures in parentheses indicate unit sales per title (sales of less than 10,000 machines are not disclosed).

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Source: FIELDS

# Change of pachinko *Evangelion* series

FY	Sales title (main title)	Low gambling nature type/ reused-type machines	Unit sales of series (by period)	FY	Sales title (main title)	Low gambling nature type/ reused-type machines	Unit sales of series (by period)	
2014	 <b>EVANGELION 9</b> Dec. 2014 (103,000 machines)	 <b>EVANGELION 8 Extreme Battle</b> Jul. 2014 (20,000 machines)	131,000 machines	2019	 <b>NEON GENESIS EVANGELION Rebirth of Angels</b> Dec. 2019 (35,000 machines)	 <b>EVANGELION 13 Premium model</b> Sep. 2019	51,000 machines	
		 <b>EVANGELION 9 Premium Amadigi Ver.</b> Feb. 2015 (13,000 machines)				 <b>EVANGELION 13 EXTRA model</b> Feb. 2020		
		 <b>EVANGELION 9 Middle Ver.</b> Feb. 2015				 <b>NEON GENESIS EVANGELION Rebirth of Angels PREMIUM MODEL</b> Mar. 2020		
2015	 <b>EVANGELION X</b> Sep. 2015 (53,000 machines)	 <b>EVANGELION 9 Type zero ver.</b> May 2015	84,000 machines	2020	 <b>NEON GENESIS EVANGELION Decisive Battle -Crimson-</b> Autumn 2020 On sale	 <b>EVANGELION 9 Type zero 199ver.</b> Dec. 2015	-	
		 <b>EVANGELION X PREMIUM MODEL</b> Feb. 2016 (12,000 machines)				<td> </td>		
2016	 <b>Time to Rise</b> Dec. 2016 (57,000 machines)	 <b>EVANGELION 9 180Ver.</b> Sep. 2016	78,000 machines					
		 <b>EVANGELION X SPEED IMPACT</b> Sep. 2016 (12,000 machines)						
2017	 <b>EVANGELION 2018 model</b> Oct. 2017 (36,000 machines)	 <b>EVANGELION 11 PREMIUM MODEL</b> Jun. 2017	46,000 machines					
		 <b>EVANGELION 11 Start Impact</b> Dec. 2017						
		 <b>EVANGELION 2018 model GOLD Impact</b> Mar. 2018						
2018	 <b>EVANGELION Super awakening/ Super berserk</b> Mar. 2019 (27,000 machines)	 <b>CR Drum ☆ EVANGELION PINK</b> Aug. 2018	33,000 machines					
		 <b>Mode Pachinko Drum ☆ EVANGELION GOLD</b> Jan. 2019						

\*The figures have been rounded down to thousand.

\*The figures in parentheses indicate unit sales per title (sales of less than 10,000 machines are not disclosed).

# Change of pachislot *Evangelion* series

FY	Sales title	Reuse-type machines, etc.	Unit sales of series (by period)	FY	Sales title	Reuse-type machines, etc.	Unit sales of series (by period)
2005	 <b>Neon Genesis Evangelion</b> Sep. 2005 (23,000 machines)		22,000 machines	2010	 <b>MOBASLO Evangelion</b> —for your own wish Mar. 2011 (77,000 machines)		65,000 machines
2006			—	2011	 <b>Evangelion</b> —the Heartbeat of Life Feb. 2012 (46,000 machines)		69,000 machines
2007	 <b>Neon Genesis Evangelion</b> <b>Magokoro wo Kimini</b> Jul. 2007 (99,000 machines)		99,000 machines	2012	 <b>EVANGELION</b> Feb. 2013 (57,000 machines)		56,000 machines
2008	 <b>Neon Genesis Evangelion</b> That time has come, they're waiting for us Sep. 2008 (90,000 machines)		90,000 machines	2013	 <b>Evangelion</b> —Ketsui no Toki Feb. 2014 (13,000 machines)		13,000 machines
2009	 <b>Neon Genesis Evangelion</b> — Die Spur der SEELE Mar. 2010 (84,000 machines)		74,000 machines	2014			—

\*The figures have been rounded down to thousand.

\*The figures in parentheses indicate unit sales per title (sales of less than 10,000 machines are not disclosed).

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Source: FIELDS

# Change of pachislot *Evangelion* series

FY	Sales title	Reuse-type machines, etc.	Unit sales of series (by period)
2015	 <b>EVANGELION</b> <b>—Spear of Hope</b> Jun. 2015 (26,000 machines)	 <b>EVANGELION</b> <b>—Tamashii wo Tsunagumono</b> Dec. 2015 (15,000 machines)	41,000 machines
2016	 <b>EVANGELION</b> <b>—WISH OF VICTORY</b> Feb. 2017		—
2017	 <b>Neon Genesis Evangelion</b> <b>- to You the Sincerity 2</b> Feb. 2018	 <b>EVANGELION</b> <b>30φMODEL</b> Jan. 2018	11,000 machines
2018	 <b>Pachislot Evangelion</b> <b>AT777</b> Feb. 2019 (14,000 machines)	 <b>Neon Genesis Evangelion</b> <b>- berserk 400</b> Mar. 2019	13,000 machines
2019	 <b>EVANGELION FESTIVAL</b> Mar. 2020		—

\*The figures have been rounded down to thousand.

\*The figures in parentheses indicate unit sales per title (sales of less than 10,000 machines are not disclosed).

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Source: FIELDS

# 4. Result of PS machines sales

P.29 Result of PS machines sales (by brand and major sales title)

P.30 Change in unit sales of PS machines (graph)

P.31 Unit sales of PS machines (quarterly)  
Unit sales of PS machines (H1 and H2)

## Result of PS machines sales (by brand)

(As of June 30, 2020)  
(Unit: Machines)

FY	2019					2020				
	Q1	Q2	Q3	Q4	Full-Year	Q1	Q2	Q3	Q4	Full-Year
[Pachinko machines]										
Bisty	6,448	5,610	8,697	36,668	57,423	1,626	-	-	-	-
OK!!	28,085	10,044	507	24,390	63,026	101	-	-	-	-
MIZUHO *1	-	-	-	-	-	-	-	-	-	-
Daiichi/ D-light	-	-	4,386	-	4,386	1	-	-	-	-
NANASHOW	1,375	230	1,537	779	3,921	50	-	-	-	-
Others	1,556	2,558	1,931	1,651	7,696	1,080	-	-	-	-
<b>I) Total unit sales (pachinko)</b>	<b>37,464</b>	<b>18,442</b>	<b>17,058</b>	<b>63,488</b>	<b>136,452</b>	<b>2,858</b>	-	-	-	-
[Pachislot machines]										
RODEO	-	-	-	-	-	-	-	-	-	-
Bisty	1,326	495	7,893	5,156	14,870	14	-	-	-	-
OK!!	-	-	-	-	-	-	-	-	-	-
NANASHOW	2,631	2,547	-	-	5,178	-	-	-	-	-
Spiky	-	-	-	-	-	11	-	-	-	-
Enterrise	25	-	-	19,843	19,868	157	-	-	-	-
D-light	-	-	-	-	-	-	-	-	-	-
MIZUHO	-	-	-	-	-	-	-	-	-	-
Others *2	482	1,149	9,461	3,875	14,967	302	-	-	-	-
<b>II) Total unit sales (pachislot)</b>	<b>4,464</b>	<b>4,191</b>	<b>17,354</b>	<b>28,874</b>	<b>54,883</b>	<b>484</b>	-	-	-	-
<b>I) + II) Total unit sales</b>	<b>41,928</b>	<b>22,633</b>	<b>34,412</b>	<b>92,362</b>	<b>191,335</b>	<b>3,342</b>	-	-	-	-

\*1 MIZUHO includes Macy. \*2 Others includes DAXEL, Newgin and EXCITE (including sales cooperation).

\*The rental plan is included in a part of unit sales. \*A revision of calculation method is attempted for some titles from FY2018.

Source: FIELDS

## Result of PS machines sales (by major sales title)

(Unit: Machines)

Release	Brand	Title	Q1	Q2	Q3	Q4	Full-Year
[Pachinko machines]							
Autumn 2020	Bisty	<i>NEON GENESIS EVANGELION Decisive Battle -Crimson-</i>		On sale			
[Pachislot machines]							
Jul. 2020	Spiky	<i>BLACK LAGOON4</i> (Developed by NANASHOW Corporation)		On sale			
Aug.	Bisty	<i>Pachislot for CHAR AZNABLE -RED COMET's Counterattack-</i>		On sale			
Autumn	Spiky	<i>PACHISLOT Ring-ni-kakero1 -World champion carnival version-</i> (Developed by Enterrise Co., Ltd.)		On sale			

\*The titles of PS machines which the unit sales was less than 10,000 was not disclosed.

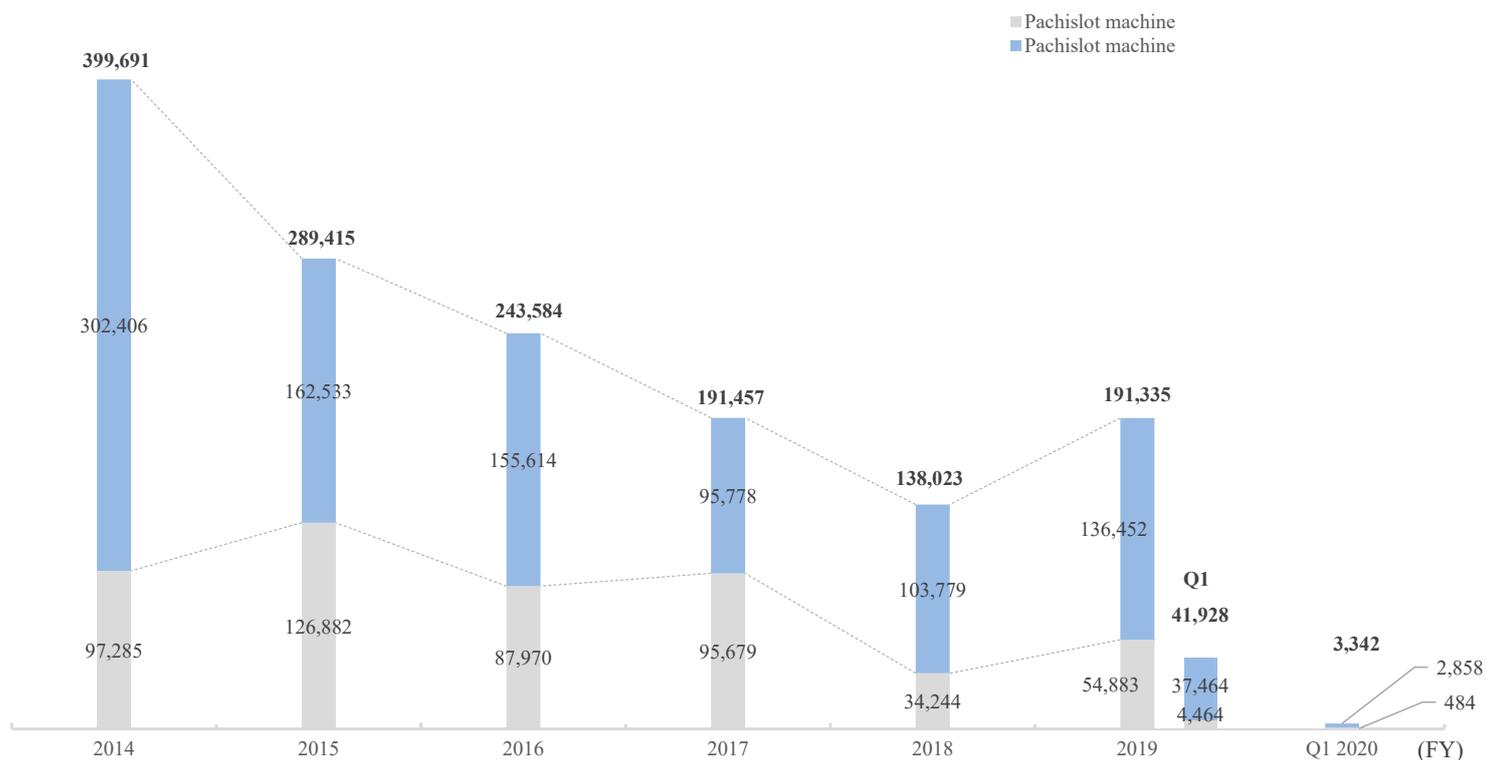
\*The figures have been rounded down to thousand. \*The blue-letter titles are spin-offs of previously launched PS machines.

Source: FIELDS

# Change in unit sales of PS machines (graph)

## By PS machines

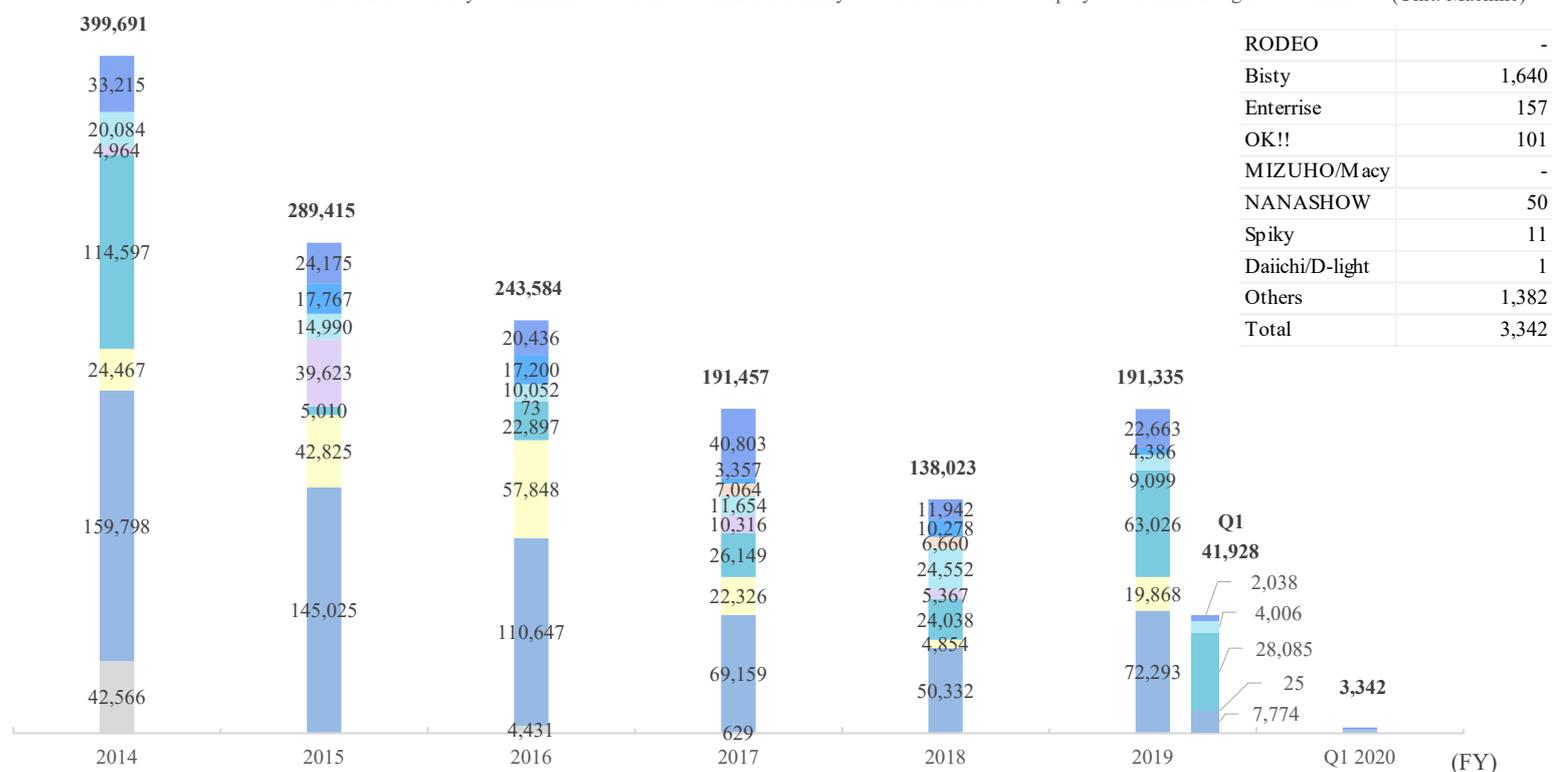
(Unit: Machine)



Source: FIELDS

## By PS brand

(Unit: Machine)



\*Some of the unit sales include the rental plan. \*A revision of calculation method is attempted for some titles from FY2018.

Source: FIELDS

## Unit sales of PS machines (quarterly)

(Unit: Machines)

FY	2018					2019					2020				
	Q1	Q2	Q3	Q4	Full-Year	Q1	Q2	Q3	Q4	Full-Year	Q1	Q2	Q3	Q4	Full-Year
Total unit sales	23,236	19,790	47,009	47,988	138,023	41,928	22,633	34,412	92,362	191,335	3,342				
Pachinko	19,895	12,927	37,026	33,931	103,779	37,464	18,442	17,058	63,488	136,452	2,858				
	85.6%	65.3%	78.8%	70.7%	75.2%	89.4%	81.5%	49.6%	68.7%	71.3%	85.5%				
Pachislot	3,341	6,863	9,983	14,057	34,244	4,464	4,191	17,354	28,874	54,883	484				
	14.4%	34.7%	21.2%	29.3%	24.8%	10.6%	18.5%	50.4%	31.3%	28.7%	14.5%				
Agency sales	11,338	6,949	7,804	24,674	50,765	8,483	8,922	24,123	41,713	83,241	2,992				
	48.8%	35.1%	16.6%	51.4%	36.8%	20.2%	39.4%	70.1%	45.2%	43.5%	89.5%				
Distribution sales	11,898	12,841	39,205	23,314	87,258	33,445	13,711	10,289	50,649	108,094	350				
	51.2%	64.9%	83.4%	48.6%	63.2%	79.8%	60.6%	29.9%	54.8%	56.5%	10.5%				
Direct sales	18,712	15,899	37,297	39,236	111,144	33,307	18,546	27,345	72,282	151,480	2,824				
	80.5%	80.3%	79.3%	81.8%	80.5%	79.4%	81.9%	79.5%	78.3%	79.2%	84.5%				
Indirect sales	4,524	3,891	9,712	8,752	26,879	8,621	4,087	7,067	20,080	39,855	518				
	19.5%	19.7%	20.7%	18.2%	19.5%	20.6%	18.1%	20.5%	21.7%	20.8%	15.5%				

\*The rental plan is included in a part of unit sales.

Source: FIELDS

## Unit sales of PS machines (H1 and H2)

(Unit: Machines)

FY	2015			2016			2017			2018			2019		
	H1	H2	Full	H1	H2	Full	H1	H2	Full	H1	H2	Full	H1	H2	Full
Total unit sales	134,531	154,884	289,415	73,053	170,531	243,584	99,493	91,964	191,457	43,026	94,997	138,023	64,561	126,774	191,335
Pachinko	64,954	97,579	162,533	44,712	110,902	155,614	30,254	65,524	95,778	32,822	70,957	103,779	55,906	80,546	136,452
	48.3%	63.0%	56.2%	61.2%	65.0%	63.9%	30.4%	71.2%	50.0%	76.3%	74.7%	75.2%	86.6%	63.5%	71.3%
Pachislot	69,577	57,305	126,882	28,341	59,629	87,970	69,239	26,440	95,679	10,204	24,040	34,244	8,655	46,228	54,883
	51.7%	37.0%	43.8%	38.8%	35.0%	36.1%	69.6%	28.8%	50.0%	23.7%	25.3%	24.8%	13.4%	36.5%	28.7%
Agency sales	36,288	77,528	113,816	27,869	90,141	118,010	35,610	56,116	91,726	18,287	32,478	50,765	17,405	65,836	83,241
	27.0%	50.1%	39.3%	38.1%	52.9%	48.4%	35.8%	61.0%	47.9%	42.5%	34.2%	36.8%	27.0%	51.9%	43.5%
Distribution sales	98,243	77,356	175,599	45,184	80,390	125,574	63,883	35,848	99,731	24,739	62,519	87,258	47,156	60,938	108,094
	73.0%	49.9%	60.7%	61.9%	47.1%	51.6%	64.2%	39.0%	52.1%	57.5%	65.8%	63.2%	73.0%	48.1%	56.5%
Direct sales	110,070	126,307	236,377	60,805	138,154	198,959	84,258	73,713	157,971	34,611	76,533	111,144	51,853	99,627	151,480
	81.8%	81.5%	81.7%	83.2%	81.0%	81.7%	84.7%	80.2%	82.5%	80.4%	80.6%	80.5%	80.3%	78.6%	79.2%
Indirect sales	24,461	28,577	53,038	12,248	32,377	44,625	15,235	18,251	33,486	8,415	18,464	26,879	12,708	27,147	39,855
	18.2%	18.5%	18.3%	16.8%	19.0%	18.3%	15.3%	19.8%	17.5%	19.6%	19.4%	19.5%	19.7%	21.4%	20.8%

\*The rental plan is included in a part of unit sales.

Source: FIELDS

# 5. Corporate information, etc.

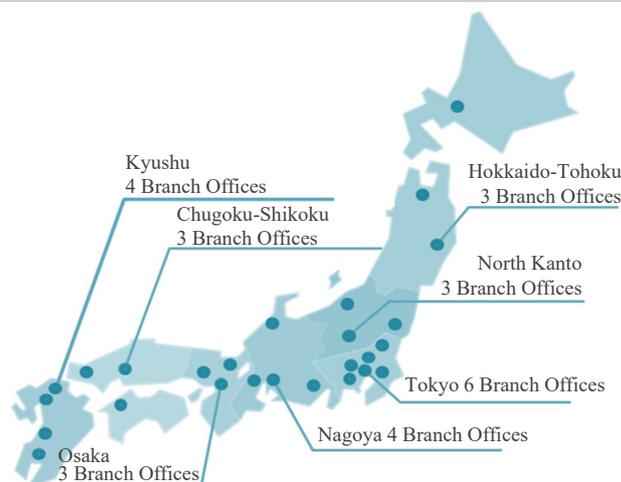
P.33	Corporate profile Stock information
P.34	Organization
P.35	Main group companies
P.36	Our history
P.38	ESG activities
P.41	Reference: introduction of our IR site

# Corporate profile

(As of June 30, 2020)

Company name	FIELDS CORPORATION <a href="https://www.fields.biz/ir/e/">https://www.fields.biz/ir/e/</a>
Establishment	June 1988 (Started business as Toyo Shoji Co., Ltd. in 1983)
Address of the head office	Shibuya Garden Tower, 16-17 Nampeidai-cho, Shibuya-ku, Tokyo 150-0036, Japan
Capital stock	¥7,948 million
Stock information	Total number of shares issued and outstanding: 34,700,000 (Treasury shares: 1,516,300)
Securities exchange	The first section of the Tokyo Stock Exchange Code: 2767
Number of employees	1,289 (consolidated), 529 (non-consolidated)
Main business activities	Content-related businesses Planning, development and sales of PS machines
Consolidated Subsidiaries	<ul style="list-style-type: none"> <li>•Fields Jr. Corporation</li> <li>•Digital Frontier Inc.</li> <li>•Tsuburaya Productions Co., Ltd.</li> <li>•BOOOM Corporation</li> <li>•K.K. CROSSALPHA and others total 15 companies</li> </ul>
Equity method companies	<ul style="list-style-type: none"> <li>•SOUGOU MEDIA INC.</li> <li>•No9 Inc. and others total 4 companies</li> </ul>

Regional offices, Branch offices and Showrooms	<Regional offices: 7 > Hokkaido-Tohoku, North Kanto, Tokyo, Nagoya, Osaka, Chugoku-Shikoku, Kyushu
	<Branch offices: 26 > Sapporo, Sendai, Aomori, Takasaki, Niigata, Koriyama, Tokyo, West Tokyo, Chiba, Saitama, Yokohama, Tsukuba, Nagoya, Mie, Shizuoka, Kanazawa, Osaka, Kyoto, Kobe, Hiroshima, Yamaguchi, Matsuyama, Fukuoka, Saga, Kumamoto, Kagoshima
	<Showrooms: 9> Morioka, Akita, Utsunomiya, Nagano, Ueno, Takamatsu, Okayama, Oita, Miyazaki



Source: FIELDS

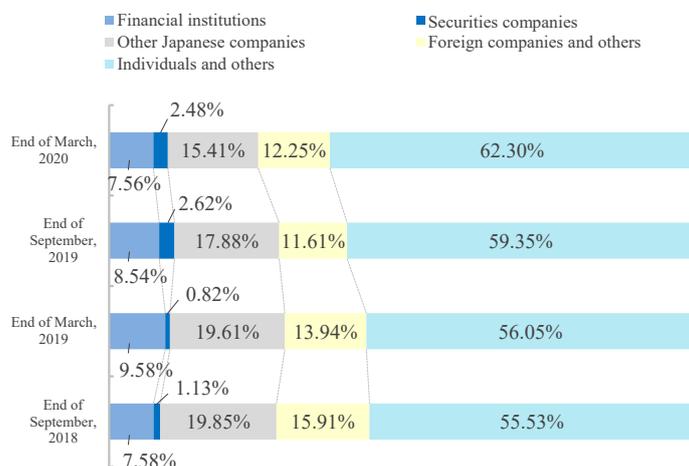
# Stock information

(As of March 31, 2020)

## Stock Information

Total number of authorized shares	138,800,000
Number of shares issued	34,700,000
Treasury shares	1,516,300
Shareholders	8,336

## By type of shareholder



\*Percentage of outstanding shares held is calculated excluding FIELDS' treasury shares (1,516,300 shares).

Source: FIELDS

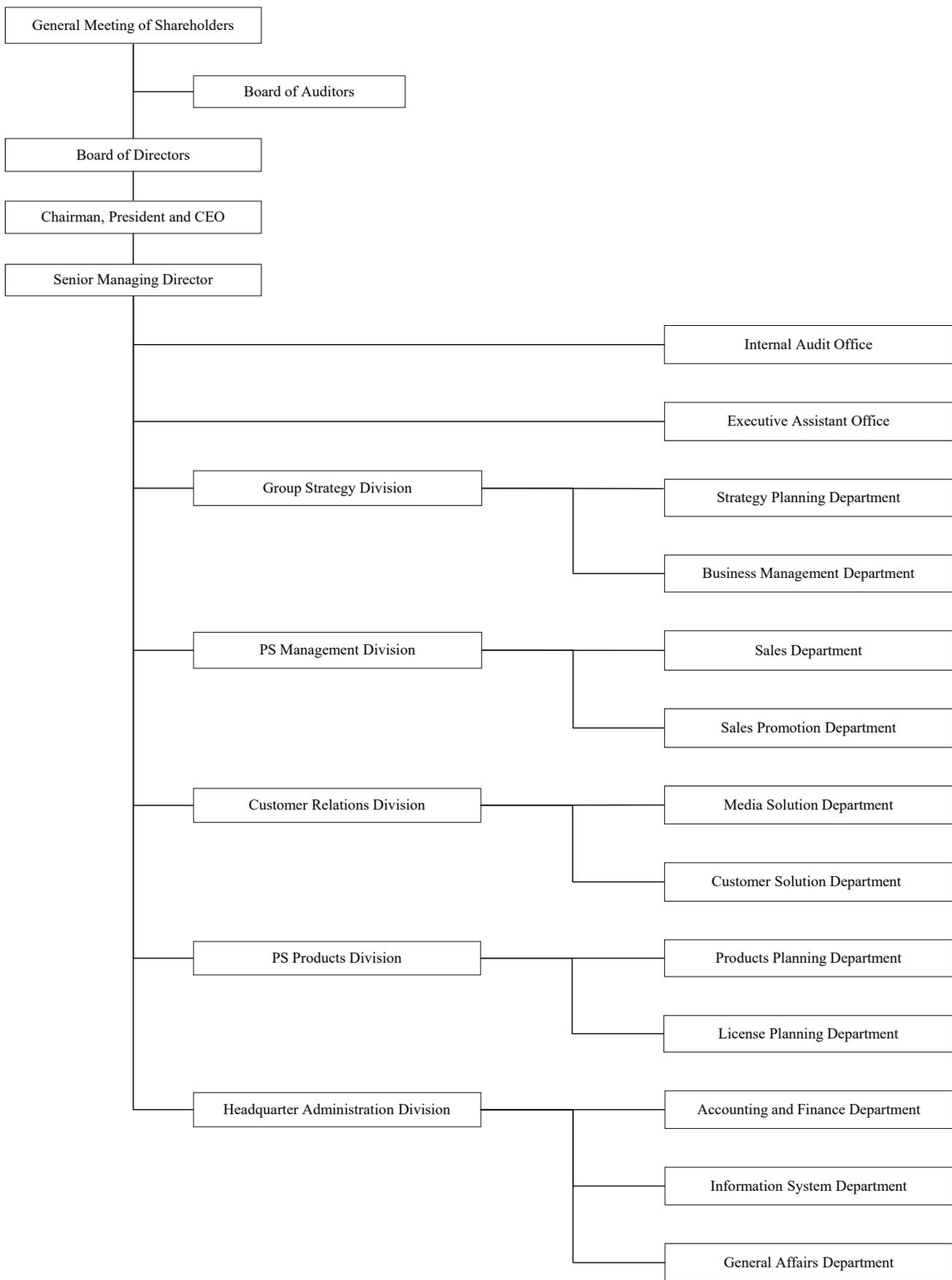
## Major shareholders

Shareholders	Number of shares held	Percentage of outstanding shares held *
Hidetoshi Yamamoto	8,875,000	26.75%
Takashi Yamamoto	3,612,800	10.89%
SANKYO CO., LTD.	3,400,400	10.25%
Mint Co.	1,600,000	4.82%
Japan Trustee Services Bank, Ltd. (Trust Account)	652,300	1.97%
Master Trust Bank of Japan, Ltd. (Trust Account)	607,000	1.83%
Shogo Kayamori	500,000	1.51%
Ayane Kayamori	500,000	1.51%
NOMURA PB NOMINEES LIMITED OMNIBUS-MARGIN (CASHPB)	474,900	1.43%
GOVERNMENT OF NORWAY	430,700	1.30%

Source: FIELDS

# Organization

(As of April 1, 2020)



Source: FIELDS

# Main group companies

(As of June 30, 2020)

Company name	Holding ratio of voting rights	Paid-in capital (Million yen)	Address	Business activities	Investment date
○ Fields Jr. Corporation	100	10	Shibuya-ku, Tokyo	Maintenance of PS machines, etc.	Mar. 2002
○ Shinnichi Technology Co., Ltd.	100 (100)	10	Shibuya-ku, Tokyo	Development and manufacturing of PS machines	Jan. 2008
○ BOOOM Corporation	100	10	Shibuya-ku, Tokyo	Planning and development of PS machines	May 2009
○ MICROCABIN CORP.	100	10	Yokkaichi-shi, Mie	Planning and development of software for PS machines	Jan. 2011
○ K.K. CROSSALPHA	100	10	Shibuya-ku, Tokyo	Development and manufacturing of PS machines	May 2015
○ Spiky Corporation	100 (100)	100	Shibuya-ku, Tokyo	Development and manufacturing of PS machines	May 2015
○ LUCENT, INC.	99.89	10	Shibuya-ku, Tokyo	Leasing, management, trading and asset management of real estate	Jan. 2003
○ Total Workout premium management Inc.	95.00	5	Shibuya-ku, Tokyo	Management and operation of fitness gym	May 2011
○ FutureScope Corp.	94.40	60	Shibuya-ku, Tokyo	Providing of information service through the Internet	Oct. 2006
○ Digital Frontier Inc.	86.95	31	Shibuya-ku, Tokyo	Planning and production of CG etc.	Apr. 2010
○ NANASHOW Corporation	66.67 (27.78)	40	Shibuya-ku, Tokyo	Planning, development, manufacturing and sales of PS machines	Jan. 2014
○ PachinkoPachislot Information Station, Inc.	60.00	10	Shibuya-ku, Tokyo	Operation of information distribution services	Feb. 2018
○ Tsuburaya Productions Co., Ltd.	51.00	310	Shibuya-ku, Tokyo	Planning and production of movie/TV Planning, production and sales of character goods	Apr. 2010
□ SOUGOU MEDIA INC.	35.00	10	Shibuya-ku, Tokyo	Planning and production regarding sales promotions	Mar. 2010
□ SPO Entertainment Inc.	31.81	100	Chuo-ku, Tokyo	Planning, production and distribution of movie etc.	Mar. 2008
□ No9 Inc.	24.88	118	Shibuya-ku, Tokyo	Acting distribution of digital contents Production of comics	Sep. 2017

\*○The consolidated subsidiary    □The subsidiaries and affiliates accounted for using the equity method

\*The percentage of indirect ownership is indicated in parenthesis after the Company's voting rights ratio.

Source: FIELDS

From 1988  
Seeking to create new  
entertainment that  
enriches people's  
lives

From 1998  
Focusing on developing machines  
that provide greater entertainment value

From 2003  
Toward the multifaceted development of IP

- 1988 Toyo Shoji Co., Ltd. established in Nagoya to sell PS machines
- 1992 Leisure Nippon News Company acquired; Formulation of a vision for the pachinko industry began
- Cutting-edge information service launched
- 1992 *Hall TV*, a pachinko hall management support system, launched
- 1994 *Pachinko Information Station*, a direct-to-hall communications satellite broadcast for the pachinko industry, launched
- Regional and branch offices throughout Japan were expanded to establish our foundation as a distributor
- 1999 ISO 9002 certification (Sales Division) obtained to provide superior operational quality to customers
- 2001 Company name changed from Toyo Shoji Co., Ltd. to FIELDS CORPORATION
- Alliance with leading manufacturers to develop PS machines utilizing IP
- 2000 Alliance with Sammy Corporation; Exclusive sales of RODEO brand machines began
- 2003 Alliance with SANKYO CO., LTD.; Exclusive sales of Bisty brand machines began
- 2008 Alliance with KYORAKU SANGYO; Exclusive sales of OK!! brand began
- 2009 Alliance with Enterrise Co., Ltd. (subsidiary of CAPCOM CO., LTD.); Exclusive sales of Enterrise brand began
- 2012 Alliance with Universal Entertainment Corporation
- 2013 Alliance with D-light Co., Ltd.
- 2014 Alliance with NANASHOW Corporation
- 2015 K.K. Aristocrat Technologies (currently K.K. CROSSALPHA ) made a subsidiary
- K.K. Spiky made a subsidiary (wholly-owned subsidiary of K.K. Aristocrat Technologies currently knows as K.K. CROSSALPHA )
- Alliance with Daiichi Shokai Co., Ltd.
- Sports entertainment field entered to acquire IP rights
- 2001 Professional Management Co., Ltd. launched; Entertainment production began
- 2001 Total Workout Corporation established to provide high-quality sports gyms
- 2005 3 sports-related subsidiaries merged and renamed Japan Sports Marketing Inc. (JSM Inc.)
- 2007 EXPRESS Inc. made a subsidiary
- 2011 Total Workout premium management Inc. established
- 2012 Absorption of JSM Inc.'s fitness club business considering future growth and synergistic effects
- 2013 Absorption-type merger of EXPRESS Inc. aiming at improving management efficiency
- 2014 Dining facility *TOTAL FOODS* (produced by TOTAL Workout) opened
- 2003 Shares listed on the JASDAQ market; New IP core business model announced
- The video game field entered as part of multifaceted IP development
- 2004 PS machines simulator software launched, following investment in D3 Publisher Inc.
- 2009 D3 INC. shares sold to BANDAI NAMCO Games Inc.; Relationship with BANDAI NAMCO Games strengthened
- The movie field entered to acquire IP and promote multifaceted IP development
- 2005 Planning and production of many movies for the theater began, following investment in Kadokawa Haruki Corporation
- 2008 Promotion of trend-setting cinema complexes for independent films began, following investment in SPO Entertainment Inc. (management company of movie theaters)
- The online services field including mobile entered for the acquisition, creation and multifaceted development of IP
- 2006 The mobile site *FIELDS Mobile* developed, following investment in FutureScope Corporation
- 2010 IP Bros. Inc. jointly established with NHN Japan Corporation; PS-related site *Nanapachi* developed
- 2015 Absorption merger of IP Bros Inc. by FutureScope Corp.
- The video development field entered to enhance the entertainment offered by PS machines
- 2008 Shinnichi Technology Co., Ltd. established
- 2009 F Corporation (currently BOOOM Corporation) established
- 2011 MICROCABIN CORP. made a subsidiary
- 2011 NEX ENTERTAINMENT CO., LTD. made a subsidiary
- 2013 F Corporation (thereafter renamed XAAX Inc.) established
- The digital comics fields entered as part of multifaceted IP development efforts/ closure
- 2008 Digital comics distribution began, following investment in Bbmf Magazine, inc.
- 2012 Sold shares in Bbmf Magazine, inc.



2004 Launched  
*CR Neon Genesis Evangelion*  
pachinko machine

©khara ©khara /Project Eva. ©Bisty

- 2008 **The visual field entered to acquire and cultivate IP**
- 2007 Operations at Lucent Pictures Entertainment, Inc. began;  
Feature-length animation film trilogy *BERSERK* planned and produced
  - 2010 Digital Frontier Inc. made a subsidiary; Provision of high-quality visual technology began
  - 2011 Digital Frontier (Taiwan) made a subsidiary to expand the film production line overseas  
Fly Studio SDN. BHD. (Malaysia) made a subsidiary to expand the film production line overseas
  - 2016 TV anime *BERSERK* broadcasted on Animeism of MBS and other, wowow  
Full-3DCG animation movie *GANTZ:O* released
  - 2017 TV anime *BERSERK* broadcasted (second series) on Animeism of MBS and other, wowow  
TV anime *Altair: A Record of Battles* broadcasted on Animeism of MBS and other, wowow  
TV anime *Infini-T Force* broadcasted on NTV network
  - 2018 TV anime *DARLING in the FRANXX* broadcasting on TOKYO MX and other  
TV anime *BEATLESS* broadcasting on Animeism of MBS and other  
Showing *Infini-T Force THE MOVIE* started  
TV anime *SWORDGAI The Animation* distributing simultaneously worldwide on Netflix
- The comic field entered to create IP**
- 2010 Publishing company HERO'S INC. jointly established with Shogakukan Creative INC.
  - 2011 Publishing of *HERO'S Monthly* magazine began
  - 2012 Published *HERO'S Comics*
  - 2017 TV anime *ATOM THE BEGINNING* broadcasted on NHK  
Acquired shares in No9 Inc., which operates a electronic comic platform business
  - 2018 TV anime *KILLING BITES* broadcasted on Animeism of MBS and other
- Toward holding/cultivating IP**
- 2010 Tsuburaya Productions Co., Ltd., owner of the *Ultraman* series and other high-quality IP, made a subsidiary
- Group systems set up and network with external partners strengthened to raise IP value**
- 2012 Collaborated with SOTSU CO., LTD. and Toho Co., Ltd. to begin cross-media development of *MAJESTIC PRINCE*
- 2013
- 2013 TV anime *MAJESTIC PRINCE* broadcasted
  - 2014 *APPLESEED ALPHA* produced with US-based Sony Pictures Entertainment released in North America and Japan  
Alliance with DLE Inc. and a project launched for cross-media development of *SWORDGAI*, which runs in the *HERO'S Monthly*
  - 2015 Developed a new conceptual licensed brand *A MAN of ULTRA* with the companies of the various fields
  - 2016 *ACTIVERAID: Special Public Security Fifth Division Third Mobile Assault Eighth Unit* broadcasted on TV  
*APPLESEED ALPHA* received first prize by category at the VFX-JAPAN Awards 2016  
*A MAN of ULTRA* received the grand prize for Character & Brand of the Year 2016 at the Japan Brand and Licensing Awards  
Anime *MAJESTIC PRINCE THE MOVIE* released
  - 2017 Live-action film *HURRICANE POLIMAR* released
- 2015 **Market changed to first section of the Tokyo Stock Exchange**
- 2016 **Accelerating overseas development of IP**
- 2015 *Ultraman* live shows held in China, Hong Kong, Thailand, Malaysia, etc.
  - 2016 Expanded e-book distribution of *HERO'S* titles in collaboration with China Mobile and kidstone.  
Promoted distribution of visual products in collaboration with U.S. Crunchyroll and other SVOD operators
- 2017 **Announcement of Medium-term Management Plan**
- 2018 **Reorganization of FIELDS CORPORATION Group for growth to next stage**
- 2018 [PS distribution unit] *Fields AD Network* started, a packaged service of targeting advertisement and analysis tool jointly developed by FIELDS CORPORATION and FutureScope Corp.
  - 2019 [PS distribution unit] Test operation of a new information distribution service *Pachinko Pachislot Information Station* started by PachinkoPachislot Information Station, Inc., jointly established by Amusement Press Japan, adcircle and FIELDS CORPORATION
  - 2018 [PS development unit] NANASHOW Corporation made a subsidiary to integrate the function in PS development unit
  - 2019 [Video production unit] TV anime *The Magnificent KOTOBUKI*, invested by Digital Frontier Inc. broadcasted on TOKYO MX and other
  - 2019 [IP&MD unit] Anime *ULTRAMAN*, invested by FIELDS CORPORATION and Tsuburaya Productions Co., Ltd., distributed simultaneously worldwide on Netflix
  - 2020 [IP&MD unit] Collaborative work with Marvel Entertainment, LLC *THE RISE OF ULTRAMAN* to be released
  - 2020 [PS distribution unit] Advertising distribution platform *Optimize* service started

## 1. Activities for environment

Please refer to our IR site for other activities  
 URL : <https://www.fields.biz/ir/e/csr/activities/>



### (1) Main activities

Power reduction with energy conservation measures
<ul style="list-style-type: none"> <li>Room temperature set at 28°C during summer</li> <li>Use of lighting reduced and light bulbs changed to LED light bulbs</li> <li>Energy-saving multi-function machines adopted</li> </ul>
Promotion of green procurement (purchase of products and services which have a lesser impact on the environment)
<ul style="list-style-type: none"> <li>Promotion of the procurement of products with environmental labels/marks</li> </ul>
Environmental awareness and introduction of hybrid cars
<ul style="list-style-type: none"> <li>Number of vehicles introduced: 187 (67.5% of all vehicles)</li> <li>Target for introduction: sales car (excluding vehicles for officers and vehicles with four-wheel drive used in cold regions) part of vehicles in head office</li> </ul>

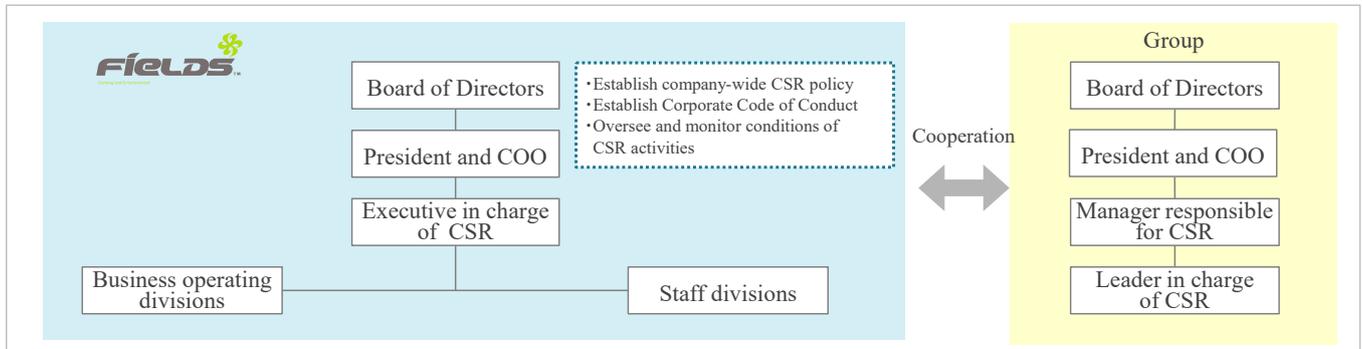
## 2. Activities for society

### (1) Basic policy

We offer products and services to fill people’s leisure time, which is expected to increase in the future in the mature society we live in. We are confident that we can enrich people’s lives and lifestyles by enriching this leisure time, and that continuing these efforts will lead to the happiness of the greater society.

In other words, “our activities based on our corporate philosophy fulfill our social responsibilities”, and acting in line with this concept is our responsibility to everyone who enjoys the Group’s products and services, shareholders providing capital and all of our stakeholders.

### (2) CSR promotion system



### (3) Main activities

<b>Operating of quality management system</b> <ul style="list-style-type: none"> <li>Implementing continuing improvement as the policy, “Enduringly providing high quality services for contributing pachinko hall’s prosperity”</li> <li>Certification renewed system in August 2018</li> </ul>	<b>Established Okinawa working center</b> <ul style="list-style-type: none"> <li>Providing the job opportunities for disability person and preparing a great work environment in Okinawa</li> <li>Established date: April 1, 2010</li> <li>Business operates: data entry etc.</li> </ul>
<b>Implementing the social contribution activities</b> <ul style="list-style-type: none"> <li>Supporting RICOH JAPAN Corporation’s activities to help foreign universities become more global, and collaborated in organizing a study tour for students to learn about Japanese universities and companies</li> <li>Carrying out regular cleanup activities around the head office in Nampeidai-cho in Shibuya, Tokyo, by employee volunteers</li> </ul>	<b>Promoting introduction of AED (Automatic External Defibrillator)</b> <ul style="list-style-type: none"> <li>Installed at visible places in the office building such as near entrances to enable visitors and neighborhood to use</li> <li>Employees took instruction course of AED</li> <li>Installation date: from January 7, 2011</li> <li>Installation site: head office, regional offices/branches and Total Workout (gym): a total of 38 places</li> </ul>

Source: FIELDS

## ULTRAMAN FOUNDATION

Please refer to official website for more information  
<http://www.ultraman-kikin.jp/en/>



©TSUBURAYA PRODUCTIONS

Tsuburaya Productions Co., Ltd. and other sponsoring corporate group companies established *ULTRAMAN FOUNDATION* immediately after the Great East Japan Earthquake in March 2011 to support the regions affected by the earthquake. This Foundation provides psychological and material support to children who are the hope for the future and deploys the permanent support activities for their future.

Name	<i>ULTRAMAN FOUNDATION</i>
Representative	Hidetoshi Yamamoto
Establishment	March 2011
Organizer	Tsuburaya Productions Co., Ltd.
Statement	<i>ULTRAMAN FOUNDATION</i> is a foundation that acknowledges children are the hope for the future, and will provide everlasting support in all kinds of ways for the welfare and well being of all children. It is our mission to bring back the smiles to the faces of each child as soon as possible, and we pray from our heart that the children will move on to their brighter future.
Slogan	A Foundation to support the present and future of the children

## TOPICS

In response to the spread of coronavirus disease (COVID-19), *ULTRAMAN FOUNDATION* has been implementing the following initiatives.

### 1. “Five Ultra Pledges”

To prevent the spread of coronavirus disease, Ultraman has sent the people on the earth a new “Five Ultra Pledges”. We are distributing the posters for free on *ULTRAMAN FOUNDATION* website.

Introduction page of “Five Ultra Pledges”: <http://www.ultraman-kikin.jp/report/2020/0414.html>

### 2. Messages from *Ultraman* Performers

To those who are forced to refrain from going out and spend their daily lives with anxiety because of the spread of coronavirus disease, messages from Ultra heroes are posted on *ULTRAMAN FOUNDATION* website.

Message Page: <https://www.ultraman-kikin.jp/report/2020/0410.html>

### 3. Free-video contents distribution for support of staying at home

We are distributing video contents for children for free to support staying at home.

From July 26, 2020, we began distributing contents such as *Ultraman Exercise*, a fingerplay song *The Ultraman from First Street* which are newly adapted for videos, and 10 episodes from *Ultraman* series with the introduction by Ultraman zero (voice played by: Mamoru Miyano).

We distribute pleasant contents based on the concept of “enable children to play with Ultra Heroes.”

Tsuburaya Productions official YouTube channel: <https://youtube.com/tsuburaya>

We hope everyone gets better as much as possible, the situation settles as soon as possible, and cheer up Ultra Heroes with full of energy.



©TSUBURAYA PRODUCTIONS Source: FIELDS

## 3. Activities for Corporate Governance

Please refer to Corporate Governance page of the URL below regarding handling aspect Corporate Governance Code  
<https://www.fields.biz/ir/e/csr/governance/outline/>

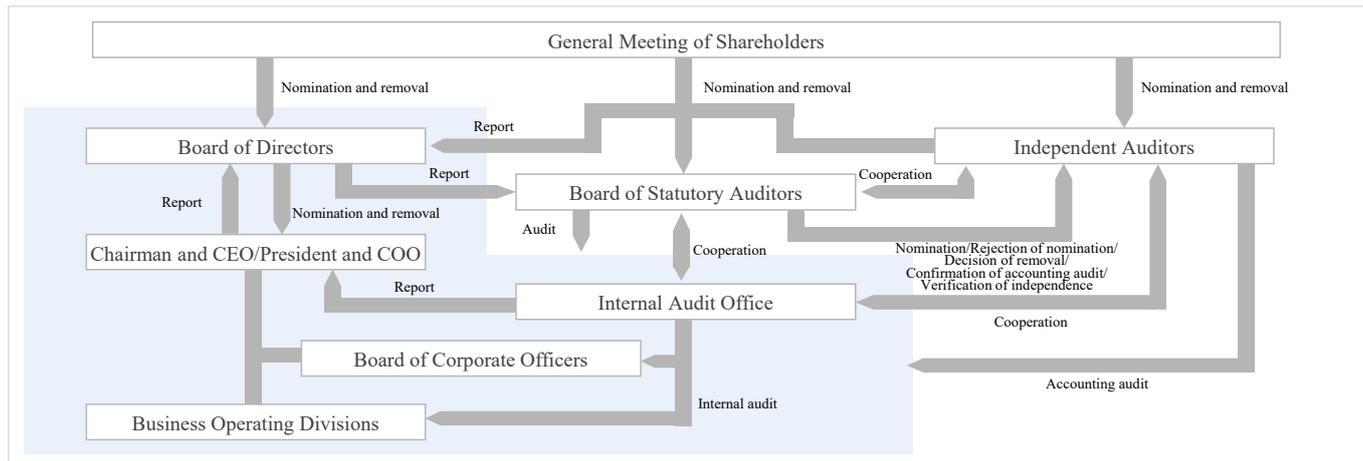


### (1) Basic policy

FIELDS CORPORATION has identified its corporate philosophy as providing “The Greatest Leisure for All People”, and has established a basic management policy of continuously enhancing corporate value. We think one of our key management issues is to enable corporate governance system to function.

We operate efficient management by constructing system for prompt and flexible response to business climate and by improving corporate governance, to enrich healthiness, visibility and compliance of management. We have provided the corporate governance guidelines which shows basic items in corporate governance.

### (2) Promotion system



### (3) Main activities

#### I Strengthening of promotion system

For governance, directors' term of office will be changed from two years to one year so as to move towards a system where directors' performance is evaluated on an annual basis. To continue increasing our corporate value, we will focus on strengthening our internal governance systems such as clarification of directors' duties, and enhancing our internal governance framework in line with the Corporate Governance Code.

#### II Profit return policy

Profit return policy is based on DOE (Dividend on equity ratio) to contribute to the maximization of general shareholder returns.

(Unit: Millions of yen)

FY	2011	2012	2013	2014	2015	2016	2017	2018	2019 <sup>*3</sup>	2020 E <sup>*4</sup>
Net income attributable to owners of parent	5,991	4,720	5,370	3,018	118	(12,483)	(7,691)	(614)	490	-
Total dividend	1,659	1,659	1,659	1,991	1,659	1,659	995	331	331	-
Payout ratio (%)	27.7	35.1	30.9	66.0	1,398.1	-	-	-	67.6	-
As of H1										
Total number of outstanding common shares	347,000	347,000	34,700,000	34,700,000	34,700,000	34,700,000	34,700,000	34,700,000	34,700,000	-
(excluding treasury shares)	332,115	331,838	33,183,800	33,183,800	33,183,800	33,183,700	33,183,700	33,183,700	33,183,700	-
As of Full-Year										
Total number of outstanding common shares	347,000	34,700,000	34,700,000	34,700,000	34,700,000	34,700,000	34,700,000	34,700,000	34,700,000	-
(excluding treasury shares)	331,838	33,183,800	33,183,800	33,183,800	33,183,800	33,183,700	33,183,700	33,183,700	33,183,700	-
Dividend per share (yen)										
Commemorative	-	-	-	10	-	-	-	-	-	-
Interim	<sup>*2</sup> 25	25	25	25	25	25	25	-	-	-
Year-end	25	25	25	25	25	25	5	10	10	-
Annual	50	50	50	60	50	50	30	10	10	-

<sup>\*1</sup> Interim dividends have increased as of November 4, 2010.

<sup>\*2</sup> A split of common shares was effected at a ratio of 1:100 with a record date of September 30, 2012, and all amounts are indicated taking the share split into account retroactively.

<sup>\*3</sup> The figures of FY 2018 are partly revised. <sup>\*4</sup> The dividend forecast for FY 2020 is yet to be decided. (As of August 6, 2020)

Source: FIELDS

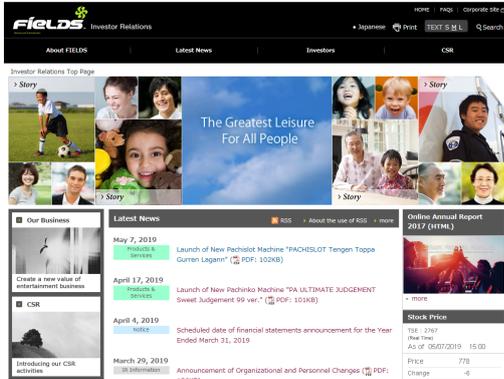
# Reference: introduction of our IR site

IR materials are available from our IR website. Please visit us and utilize them.

## IR Pages

### URL

<https://www.fields.biz/ir/e/>



- Company profile
- Data related to financial statements
- Financial presentation
- IR press releases
- Corporate governance/CSR information
- Shareholder and share information

### Corporate site



### IR site



<p>[ Nikko IR ]</p> <p>General ranking <i>Best Corporate Website award</i></p>	<p>[ Gomez ]</p> <p>General ranking <i>Silver Prize</i></p>
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## Annual Report 2017 (English)

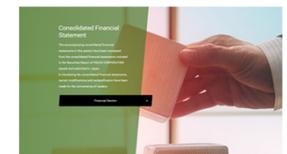
Issued from FY 2003.

[STEADY, FOCUSED, FORWARD]

Latest issue: Sep. 14, 2017



- Management Message
- Medium-term Management Plan
- Review of Business Activities
- CSR/Corporate Governance
- Company and Stock Information
- Financial Section



Source: FIELDS

# Q1

First Quarter of the Year Ending March 31, 2021

# Fact Book 2

Market Data



The Greatest Leisure for All People

**FIELDS CORPORATION**

TSE 1st: 2767  
August 6, 2020

# I N D E X

## Market Data

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14	Monthly trends of pachinko halls <sup>[updated]</sup> PS average operation and gross profit <sup>[updated]</sup>
15	Change in number of newly opened/ closed halls (by year) Change in number of newly opened/ closed halls (by month) <sup>[updated]</sup>
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17	Annual average of number of activities and expenditure for PS activities Participation rate and average expenditure per play in PS
18	Trends in PS regulations <sup>[updated]</sup>
19	Amendment of the regulation for Enforcement of the Amusement Businesses Law <sup>[updated]</sup> Changes in removal schedules due to extension of transition period <sup>[new]</sup>
20	Change in PS industry <sup>[updated]</sup>

## Entertainment Market Data

22	Market scale of animation industry Box-office of domestic movie theaters
23	Market scale of health industry Change in number of player in health industry
24	Trends in toy market <sup>[updated]</sup>

PS: Pachinko and pachislot

The “updated” mark is shown on each page which the document or figure is changed from previous documents.

# Market Data

- P.4 Change in working hours  
Trends in household consumption [updated]
  
- P.5 Trends in leisure market  
Trends in content market

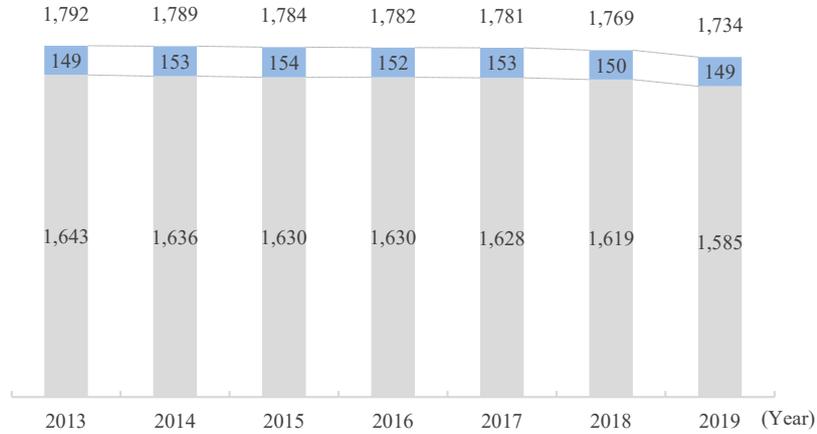
# Change in working hours

The data is based on *Monthly Labour Survey* by Ministry of Health, Labour and Welfare

(Unit: Hour)

■ Official working hours ■ Overtime working hours

According to the *Monthly Labor Survey*, the annual total actual hours in 2019 worked in Japan (at establishments with 30 employees or more) were 1,734 hours (down 2.0% YoY), seventh consecutive year of decrease. Official working hours were 1,585 hours (down 2.1% YoY). Meanwhile, overtime working hours were 149 hours (down 0.7% YoY). Working hours continuously have a trend to decrease.



\*The Ministry of Health, Labour and Welfare announced the survey had not been carried out accurately from 2004 to 2017. The figure on this sheet shows the recounted data.

# Trends in household consumption

updated

The data is based on *Family Income and Expenditure Survey (Family budget balance edition)* by Statistics Bureau, Ministry of Internal Affairs and Communications, updated every May

(Unit: Yen)

■ Disposable income ■ Household spending — Average propensity to consume (%)

According to the *Family Income and Expenditure Survey*, disposable income per household for employees (monthly average) in 2019 was ¥476,645 (up 4.7% YoY). Household spending (monthly average) in 2019 was ¥323,853 (up 2.7% YoY).

Average propensity to consume (the household spending ratio to the disposable income) was 67.9% (down 1.4 points YoY).



# Trends in leisure market

The data is based on *White Paper on Leisure 2019* by Japan Productivity Center, updated every August

(Unit: Trillions of yen)

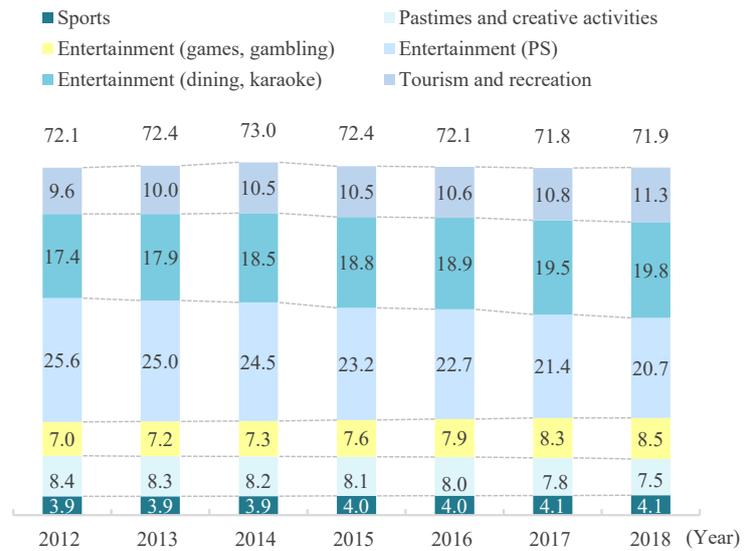
According to *White Paper on Leisure 2019*, the overall leisure market scale was ¥71.9 trillion (increased by 0.1% YoY) in 2018, almost the same as last year.

The sports market increased by 1.3% YoY, to ¥4.1 trillion. The related products of outdoor, fitness, running, table tennis and badminton remained firm. Especially, the fitness club market has recorded seventh consecutive year of increase and achieved a record high result.

The pastimes and creative activities market shrank by 3.7% YoY, to ¥7.4 trillion. The sales of CD, video software and book/magazine shrank while that of content distribution (music distribution service, paid movie distribution service, e-book) increased.

The entertainment market scale was ¥49.0 trillion (0.2% YoY). The PS market pushed the whole market down but the amusement arcade, public gambling and food service increased.

The tourism and recreation markets increased by 4.1% YoY, to ¥11.2 trillion. The travel agency market increased largely by the effect of inbound tourism and upturn in overseas travel. In the amusement park/theme park and the members-only resort club market, the leading companies have led their growth.



# Trends in content market

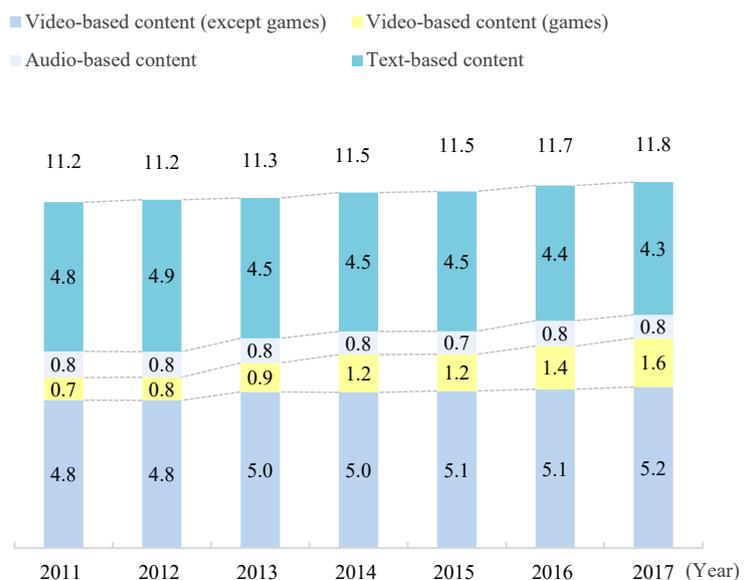
The data is based on *Survey on the Production and Distribution of Media Content* by Institute for Information and Communications Policy, MIC, updated every September

(Unit: Trillions of yen)

According to the *Survey on the Production and Distribution of Media Content*, content industry market such as Japanese movie, TV program, game and book in 2017 increased by 1.0% YoY, to ¥11.8 trillion.

The market in video-based content (including video game) was ¥6.7 trillion (57.4% of the whole market), audio-based content was ¥0.7 trillion (6.4%), and text-based content was ¥4.2 trillion (36.3%).

By each content, the video-based content tends to increase while the audio-based content is apt to remain on the same level, and the text-based content trends to decrease.



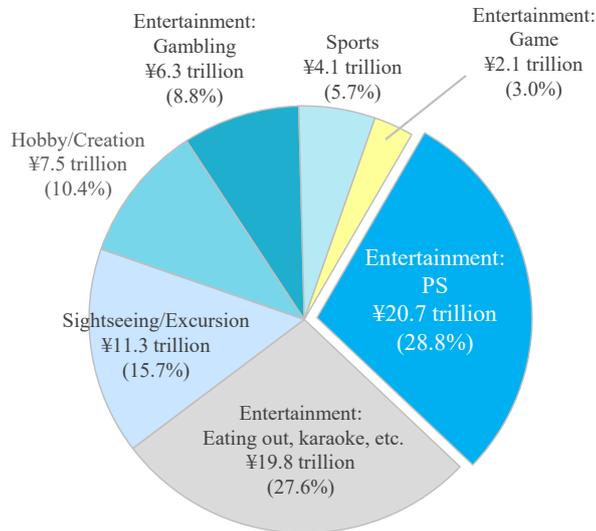
# PS Market Data

- P.7 PS market scale
- P.8 Market scale of PS machines sales (sales amount base)  
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- P.11 Number of pachislot machine titles sold and unit sales <sup>[updated]</sup>
- P.12 Total number of PS machine titles sold and unit sales <sup>[updated]</sup>
- P.13 Number of pachinko halls and change in number of installed PS machines per hall  
Number of installed PS machines and annual turnover rate
- P.14 Monthly trends of pachinko halls <sup>[updated]</sup>  
PS average operation and gross profit <sup>[updated]</sup>
- P.15 Change in number of newly opened/ closed halls (by year)  
Change in number of newly opened/ closed halls (by month) <sup>[updated]</sup>
- P.16 Results of model certification tests (graph) <sup>[updated]</sup>  
Results of model certification tests (detail) <sup>[updated]</sup>
- P.17 Annual average of number of activities and expenditure for PS activities  
Participation rate and average expenditure per play in PS
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Changes in removal schedules due to extension of transition period <sup>[new]</sup>
- P.20 Change in PS industry <sup>[updated]</sup>

# PS market scale

## PS market scale

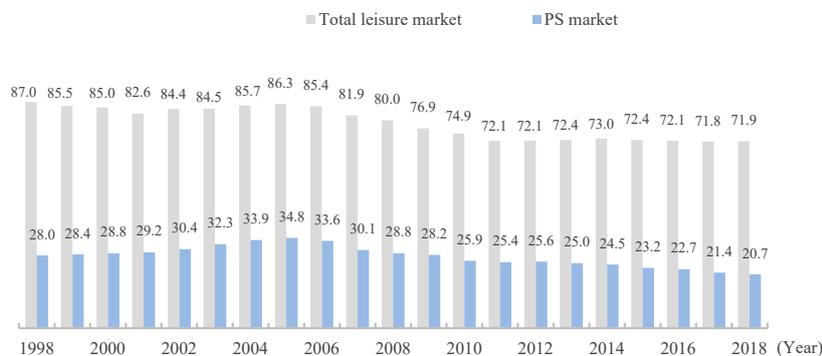
### 2018 Japanese Leisure Market ¥71.9 trillion



PS is one of the leading forms of leisure in Japan, about 9.5% of the population playing in pachinko halls of 10,060 venues.

## Change in PS market scale

(Unit: Trillions of yen)



## Change in number of PS players

(Unit: Millions of people)



\*White Paper on Leisure has changed its survey method from detention survey to Internet survey.

Source: White Paper on Leisure, by Japan Productivity Center

## Income structure of pachinko halls

**PS market scale: ¥20.7 trillion (total amount of dispensed pachinko balls)**

Premiums: ¥17.5 trillion (returned to players)

Gross profit: ¥3.2 trillion

Gross profit: ¥3.2 trillion

Investment for customer expansion

New machine installment costs (Purchase cost of new machines)  
Pachinko machines: ¥503.9 billion  
Pachislot machines: ¥168.4 billion

- Costs for constructing new halls and refurbishing existing halls
- Advertising, marketing and service expenses
- Other expenses related to equipment
- Other expenses
- Net income

PS machine market: approximately ¥672.4 billion

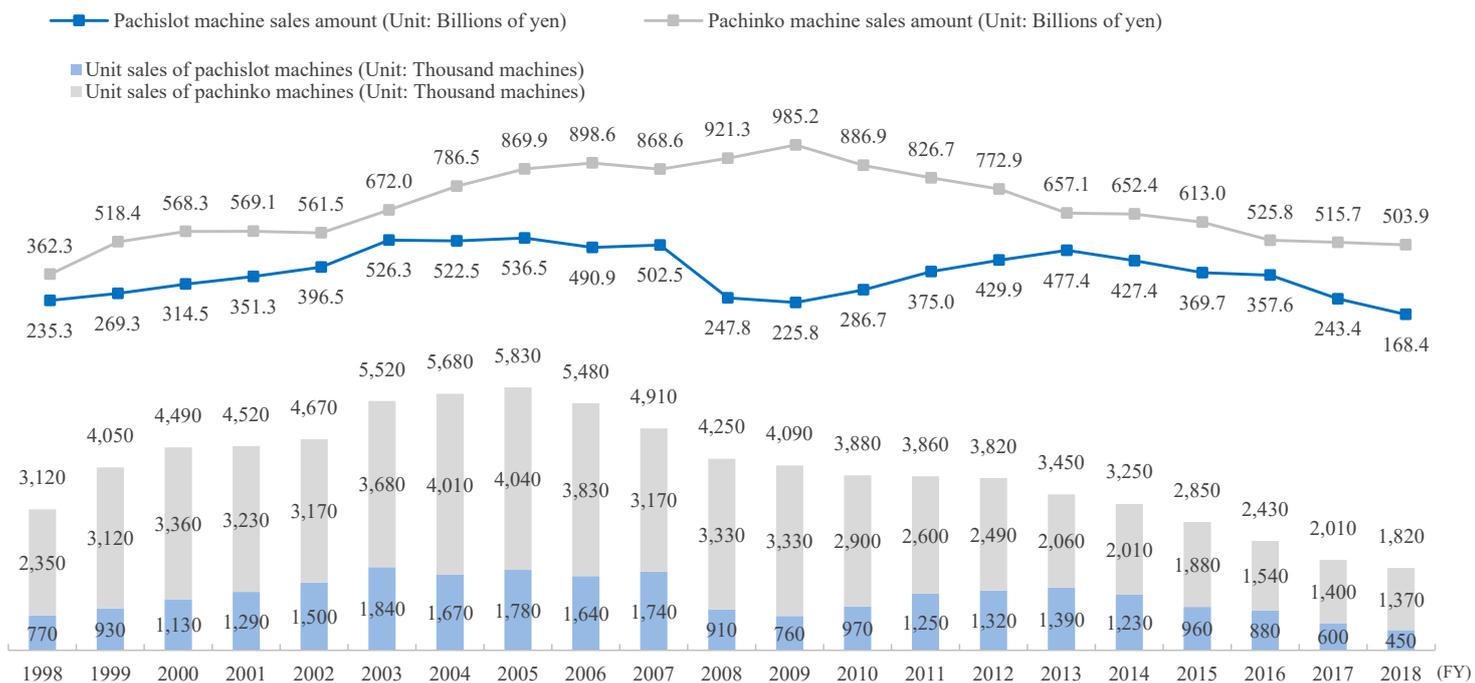
Hall-related businesses

Net income

Source: White Paper on Leisure by Japan Productivity Center, Pachinko Maker Trends by Yano Research Institute, Ltd, White Paper DK-SIS, by DAIKOKU DENKI Co., Ltd. and partly estimated figure by FIELDS

# Market scale of PS machines sales (sales amount base)

The data is based on *Pachinko Maker Trends* by Yano Research Institute, Ltd., updated every August

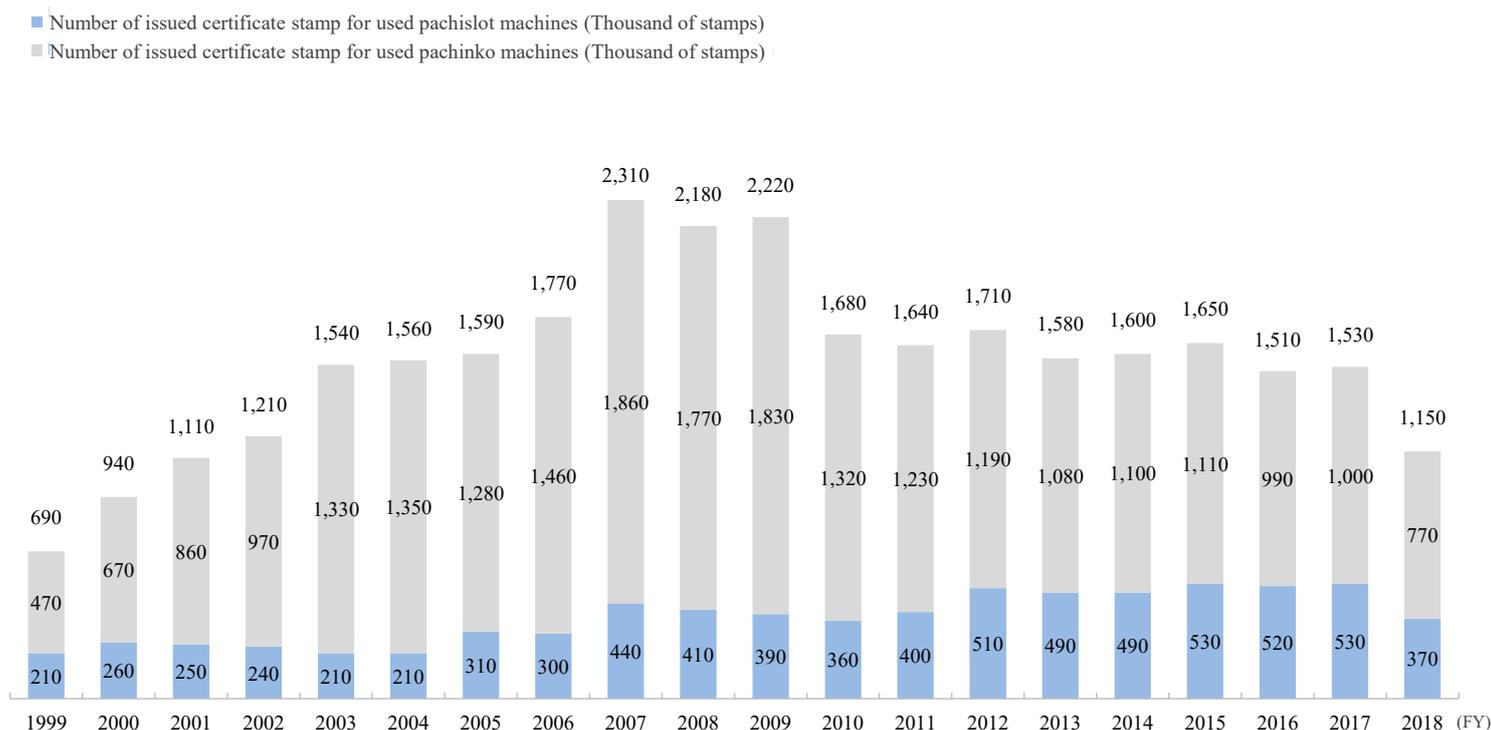


Market scale of PS machines (Unit: Billions of yen)

FY	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Market scale	597.6	787.7	882.8	920.4	958.0	1,198.3	1,309.0	1,406.4	1,389.5	1,371.1	1,169.1	1,211.0	1,173.6	1,200.7	1,202.9	1,134.5	1,079.8	982.7	883.4	759.1	672.4

# Number of issued certificate stamp for used PS machines

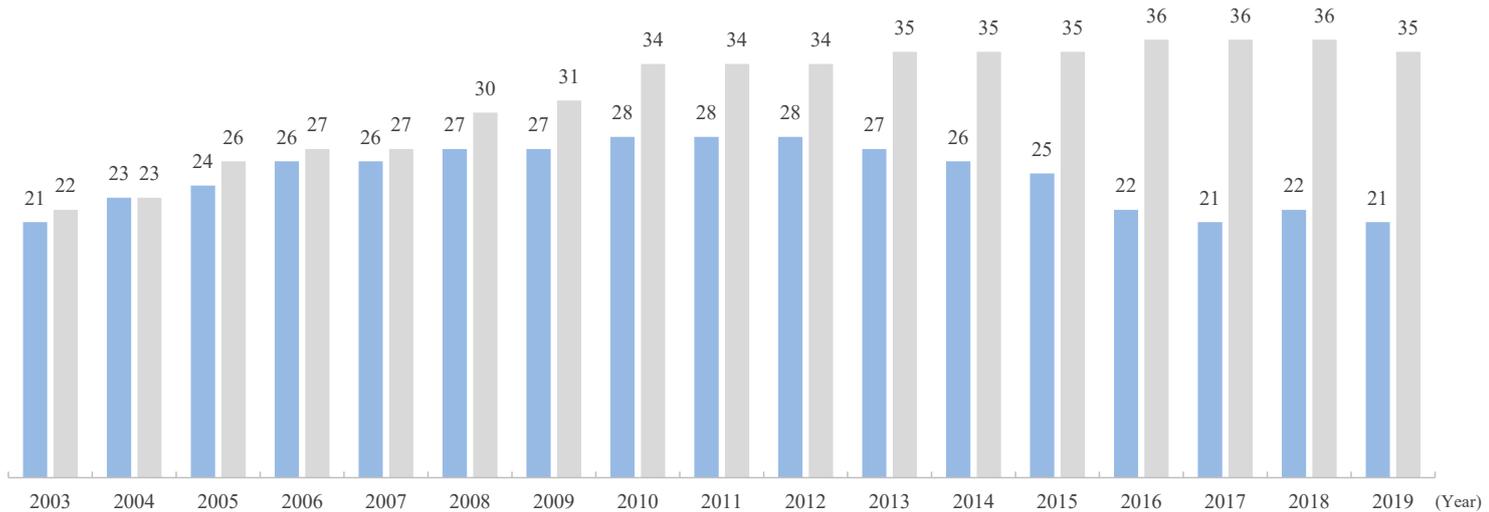
The data is based on *Pachinko Maker Trends* by Yano Research Institute, Ltd., updated every August



# Change in the number of member manufacturers of PS associations

The data is based on *Pachinko Maker Trends* by Yano Research Institute, Ltd., updated every August  
\*The figure as of the end of July is shown

- Nichidenkyo (pachislot association) (companies)
- Nikkoso (pachinko association) (companies)



## Market share

The data is based on *Pachinko Maker Trends* by Yano Research Institute, Ltd., updated every August

### Unit sales share of pachinko machine

FY	2014		2015		2016		2017		2018		
	Ranking	Manufacturer	Market share	Manufacturer	Market share	Manufacturer	Market share	Manufacturer	Market share	Manufacturer	Market share
	1	SANYO	16.3%	Sansei R&D	15.9%	SANYO	19.5%	SANYO	23.4%	SANYO	18.2%
	2	SANKYO	16.3%	SANKYO	15.7%	Sansei R&D	13.3%	SANKYO	12.2%	SANKYO	14.2%
	3	KYORAKU SANGYO	15.3%	SANYO	14.6%	HEIWA/OLYMPIA	12.3%	Sammy	9.9%	KYORAKU SANGYO	14.0%
	4	HEIWA/OLYMPIA	12.5%	HEIWA/OLYMPIA	12.4%	SANKYO	11.0%	KYORAKU SANGYO	9.9%	Sammy	11.6%
	5	Sammy	12.0%	Newgin	11.7%	Newgin	10.2%	Sansei R&D	9.2%	HEIWA/OLYMPIA	8.6%

\*SANKYO's sales share includes Bisty and JB.  
\*Sammy's sales share includes GINZA and TAIYO ELEC.  
\*KYORAKU SANGYO's sales share includes OK!!.

### Unit sales share of pachislot machine

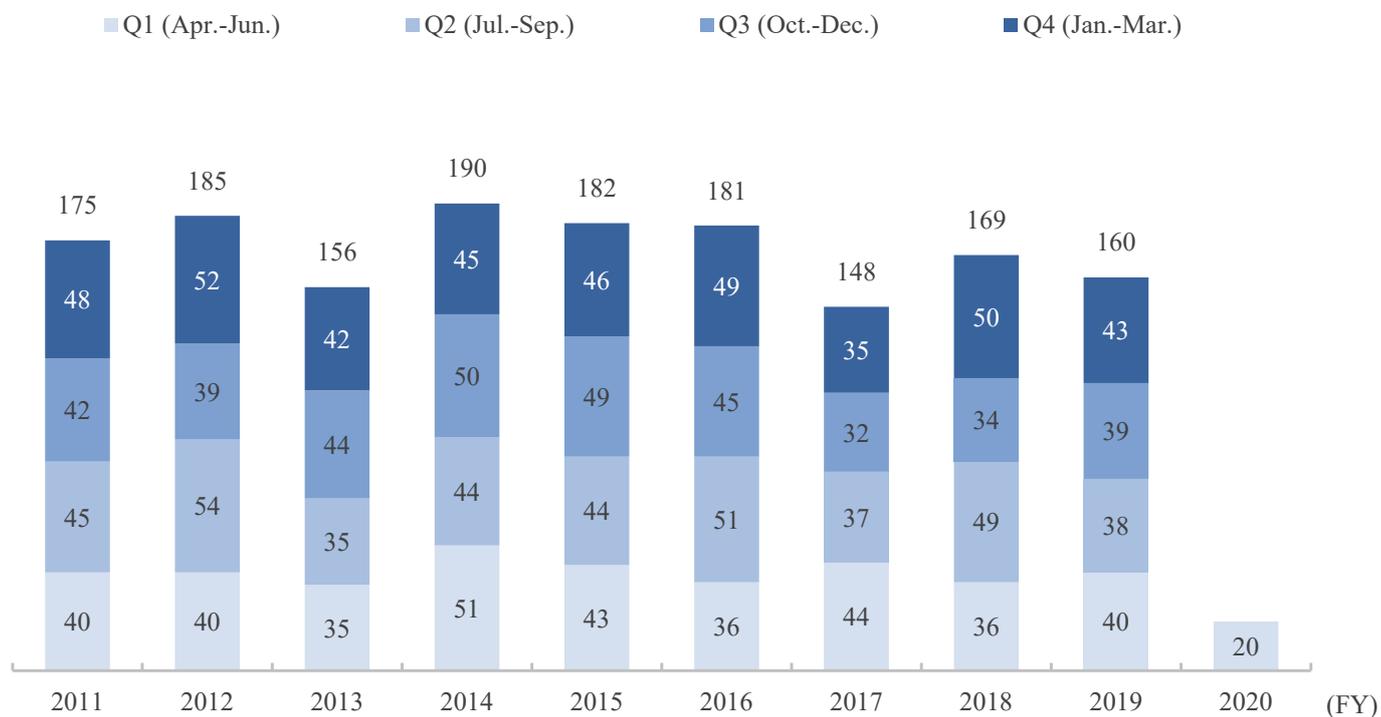
FY	2014		2015		2016		2017		2018		
	Ranking	Manufacturer	Market share	Manufacturer	Market share	Manufacturer	Market share	Manufacturer	Market share	Manufacturer	Market share
	1	Sammy	16.8%	UNIVERSAL	17.0%	Sammy	24.3%	KITA DENSHI	17.7%	DAITO	17.7%
	2	UNIVERSAL	16.6%	Sammy	14.7%	UNIVERSAL	22.9%	DAITO	16.5%	KITA DENSHI	15.0%
	3	DAITO	10.4%	HEIWA/OLYMPIA	11.8%	KITA DENSHI	10.2%	Sammy	14.1%	Sammy	14.8%
	4	YAMASA	8.8%	KITA DENSHI	10.3%	HEIWA/OLYMPIA	9.1%	UNIVERSAL	7.1%	HEIWA/OLYMPIA	10.4%
	5	HEIWA/OLYMPIA	7.5%	SANKYO	8.3%	Enterrise	6.4%	YAMASA	6.3%	UNIVERSAL	8.3%

\*Sammy's sales share includes RODEO, IGT Japan, TRIVY, and TAIYO ELEC.  
\*SANKYO's sales share includes Bisty.  
\*ARUZE changed its name to Universal Entertainment Corporation in 2009.  
\*UNIVERSAL's sales share includes Eleco, MIZUHO and Macy.  
\*OLYMPIA's sales includes HEIWA's sales; Total sales of all OLYMPIA and HEIWA brands is shown.

# Number of pachinko machine titles sold

updated

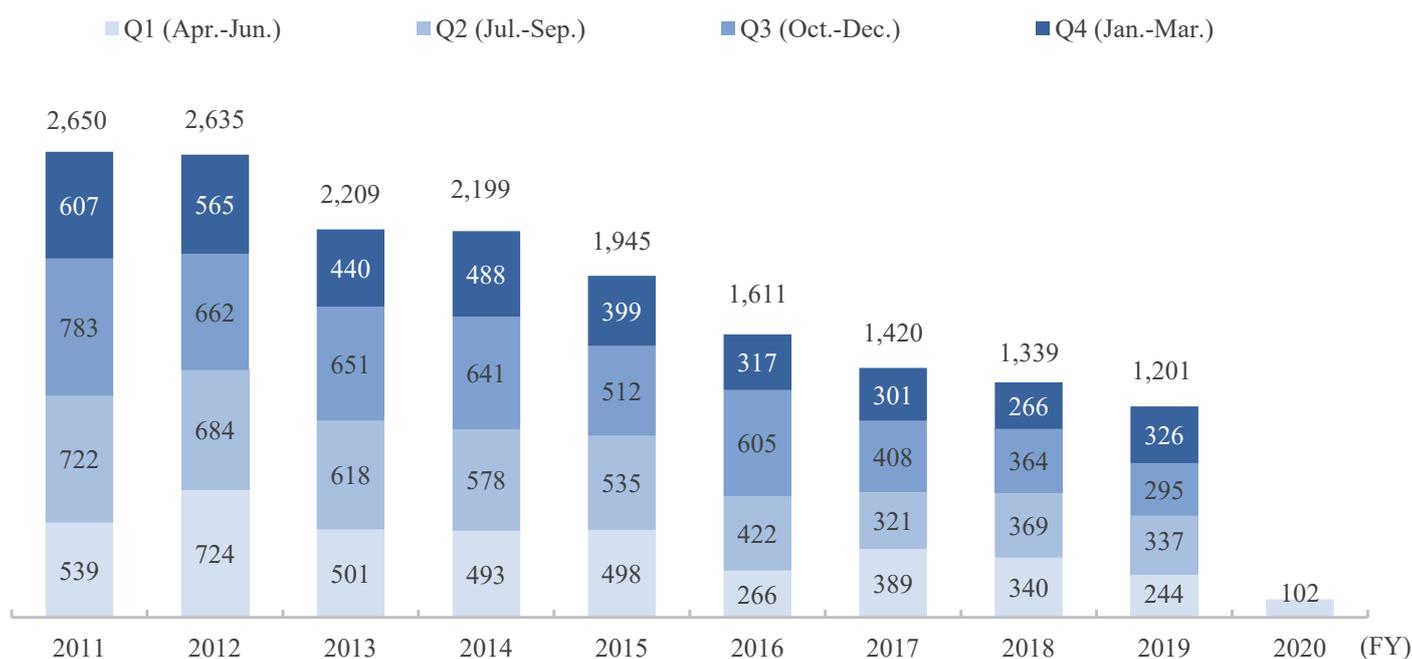
(Unit: Title)



# Unit sales of pachinko machines

updated

(Unit: Thousands of machines)



\*Number of machines and titles sold are reviewed once a year.

Source: FIELDS

# Number of pachislot machine titles sold

updated

(Unit: Title)



# Unit sales of pachislot machines

updated

(Unit: Thousands of machines)



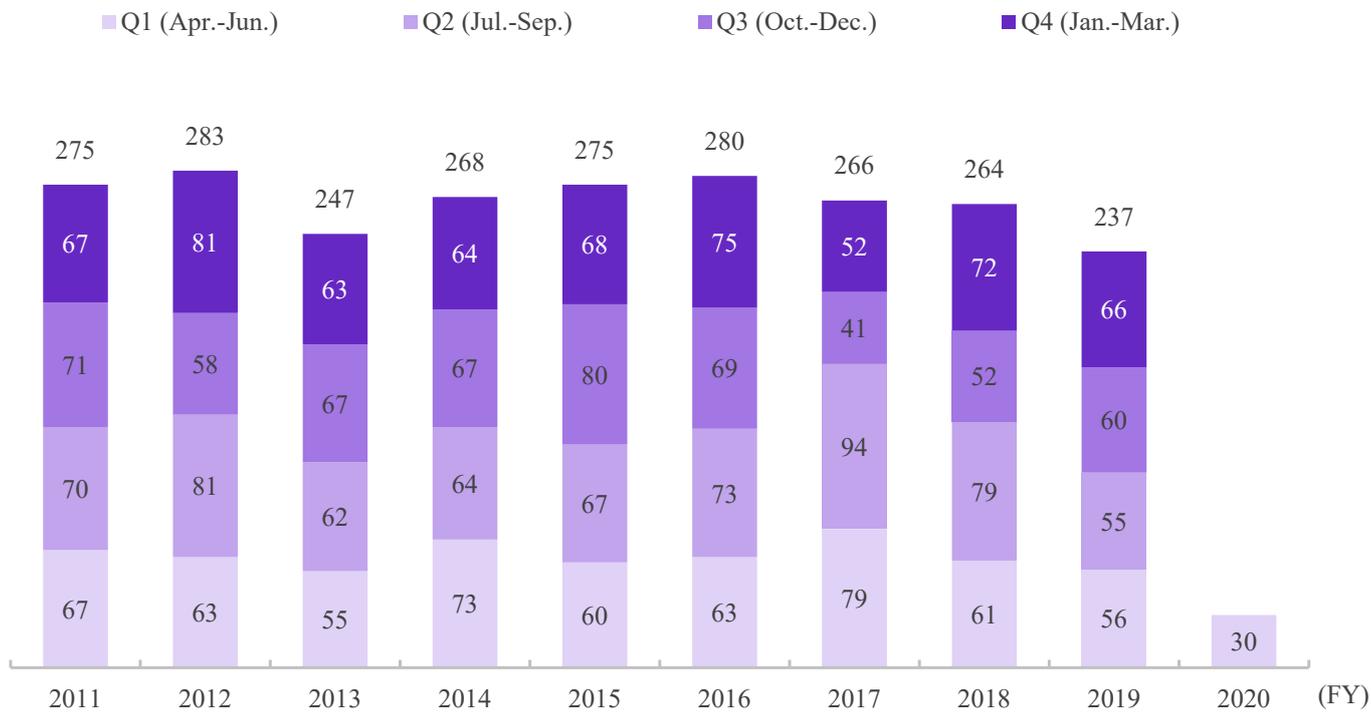
\*Number of machines and titles sold are reviewed once a year.

Source: FIELDS

updated

# Total number of PS machine titles sold

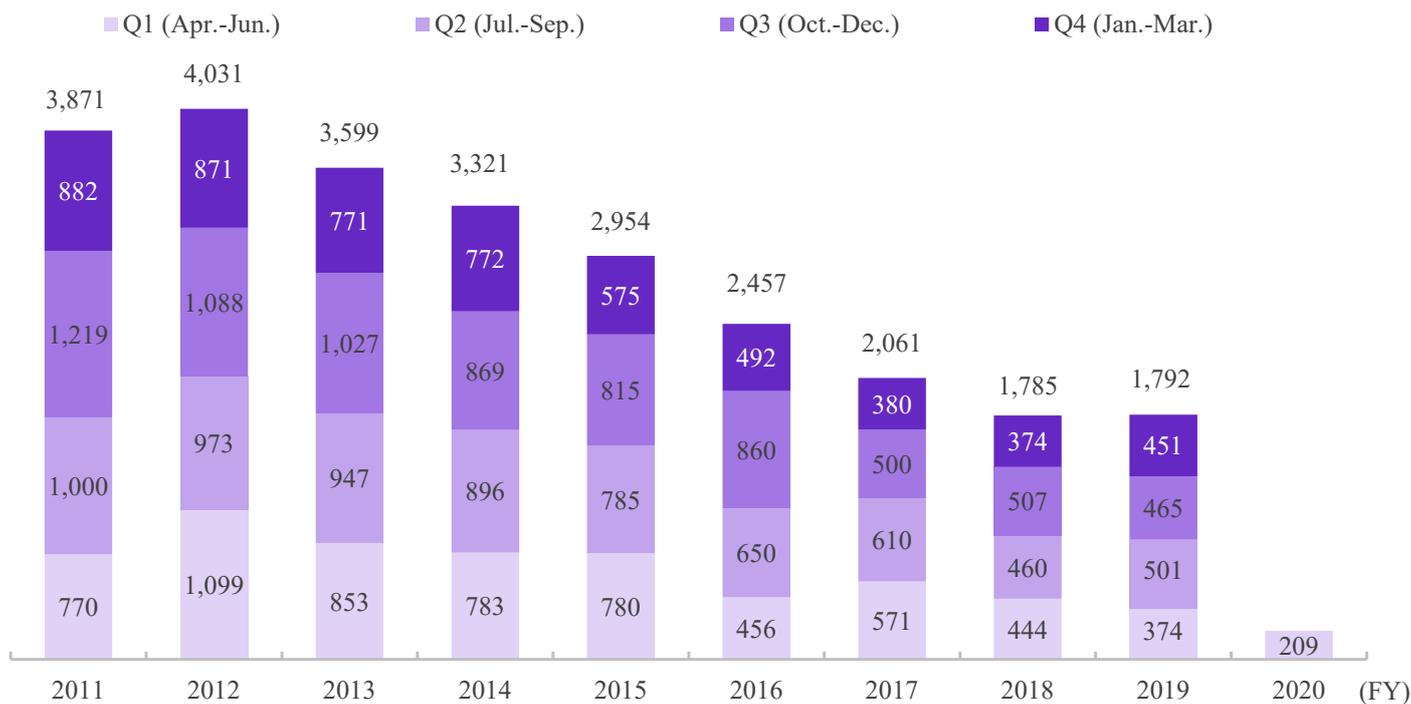
(Unit: Title)



updated

# Total unit sales of PS machines

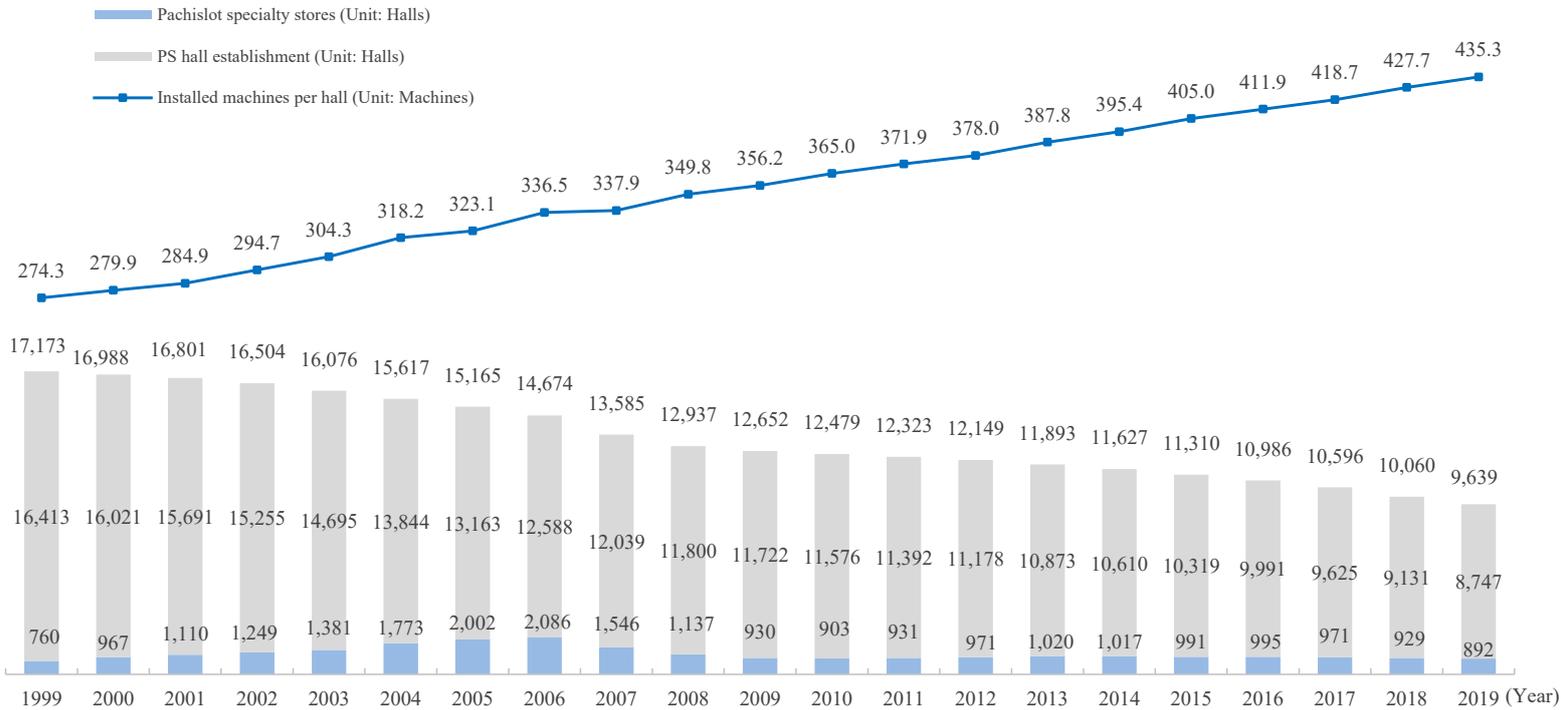
(Unit: Thousands of machines)



\*Number of machines and titles sold are reviewed once a year.

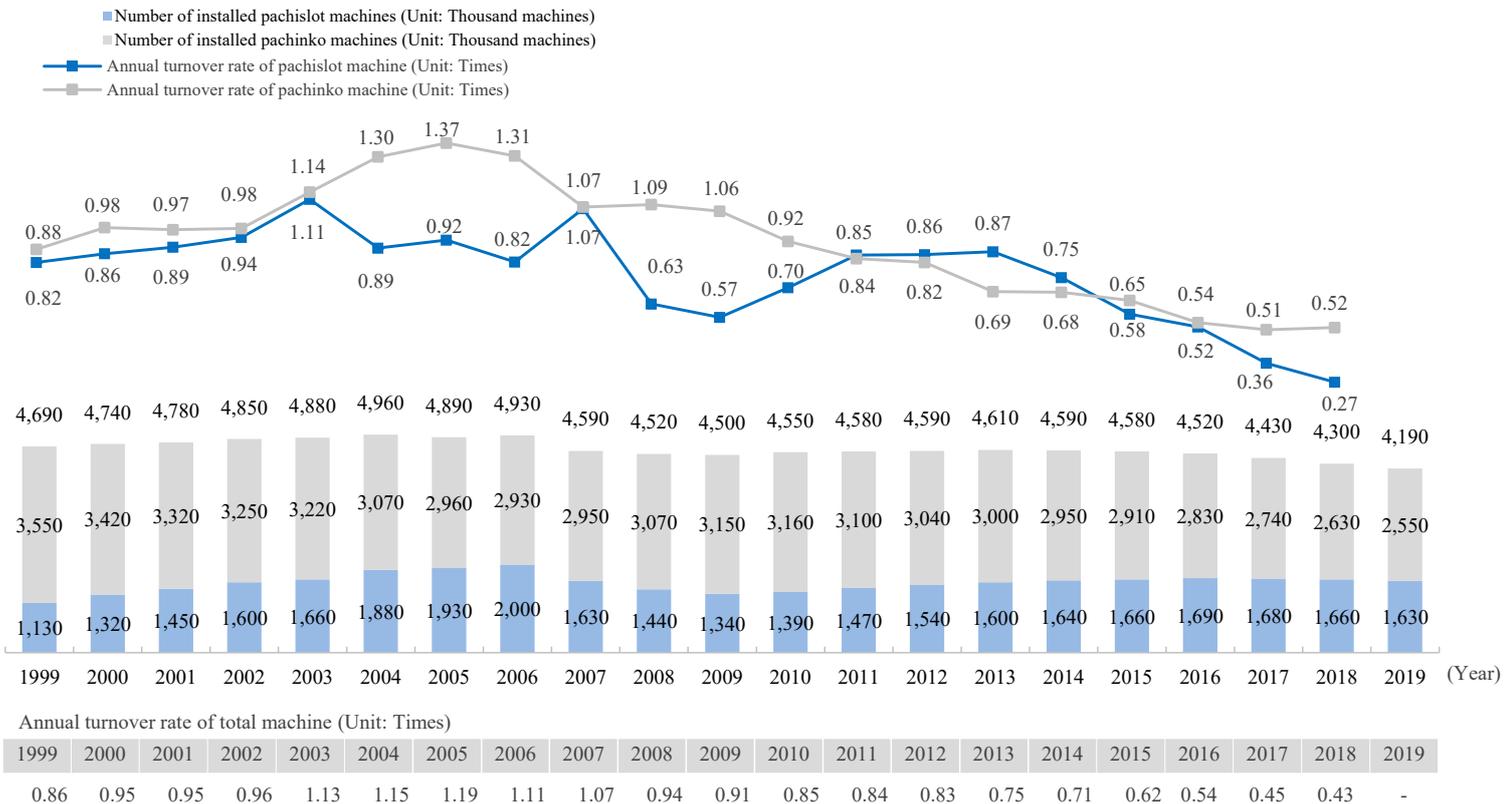
# Number of pachinko halls and change in number of installed PS machines per hall

The data is based on *Statistics Data* by National Police Agency, updated every April



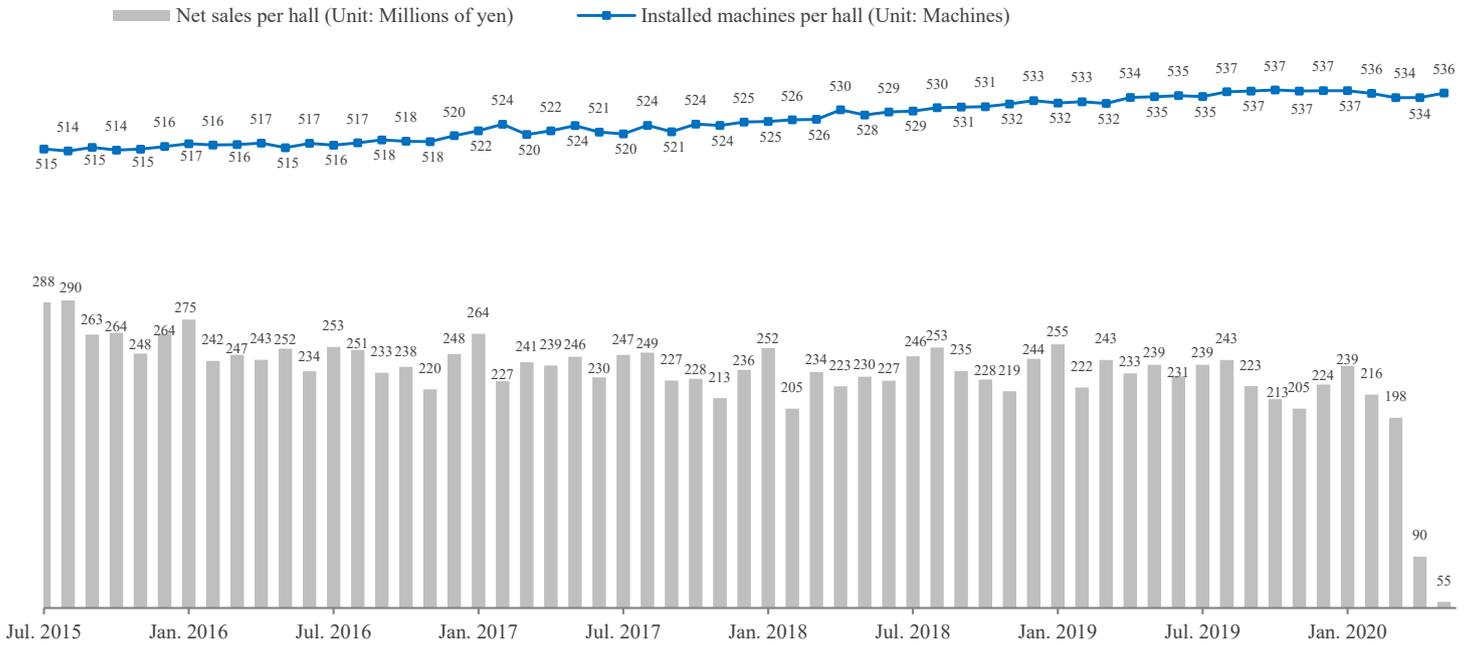
# Number of installed PS machines and annual turnover rate

The data of number of installed PS machines is based on *Statistics Data* by National Police Agency, updated every April  
 The data of annual turnover of PS machine is based on *Pachinko Maker Trends* by Yano Research Institute, Ltd., updated every August



# Monthly trends of pachinko halls

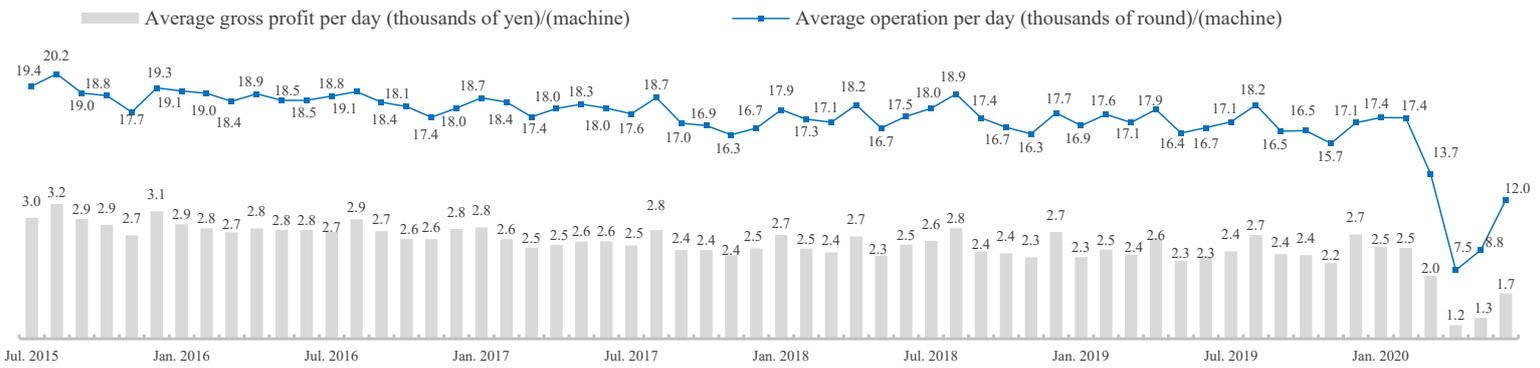
The data is based on *Current Survey of Selected Service Industries* by Ministry of Economy, Trade and Industry (METI), updated every month



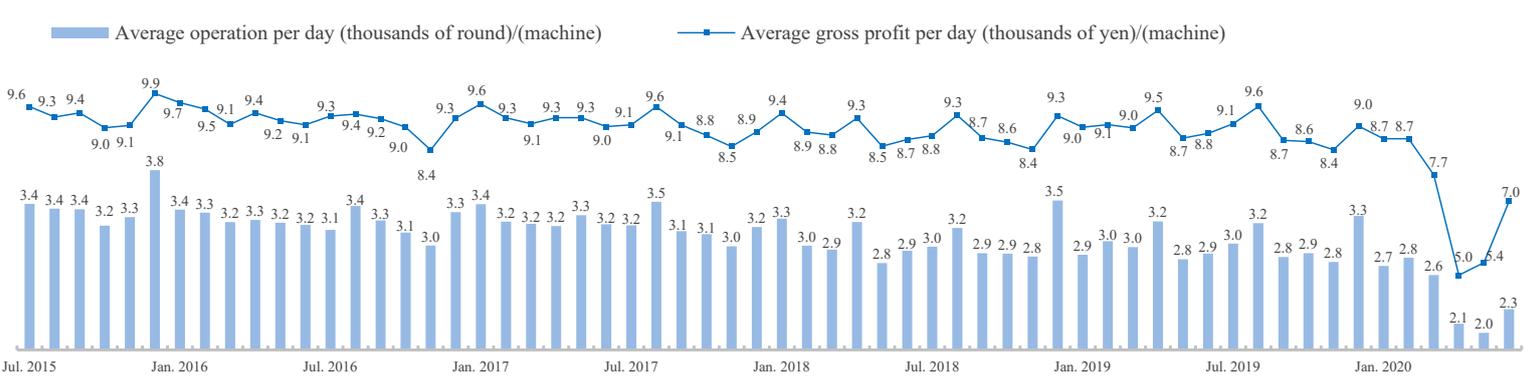
\* METI outsources the pachinko halls for survey to the Zennichiyuren, and the halls are selected from all over Japan.  
 \* Figures have been retroactively revised in accordance with changes in sampling by the research office in January 2017.  
 As a result, figures after January 2017 are not contiguous with numbers before January 2017.  
 \* The figures are rounded off the first decimal place.

# PS average operation and gross profit

## 【 Pachinko machines 】



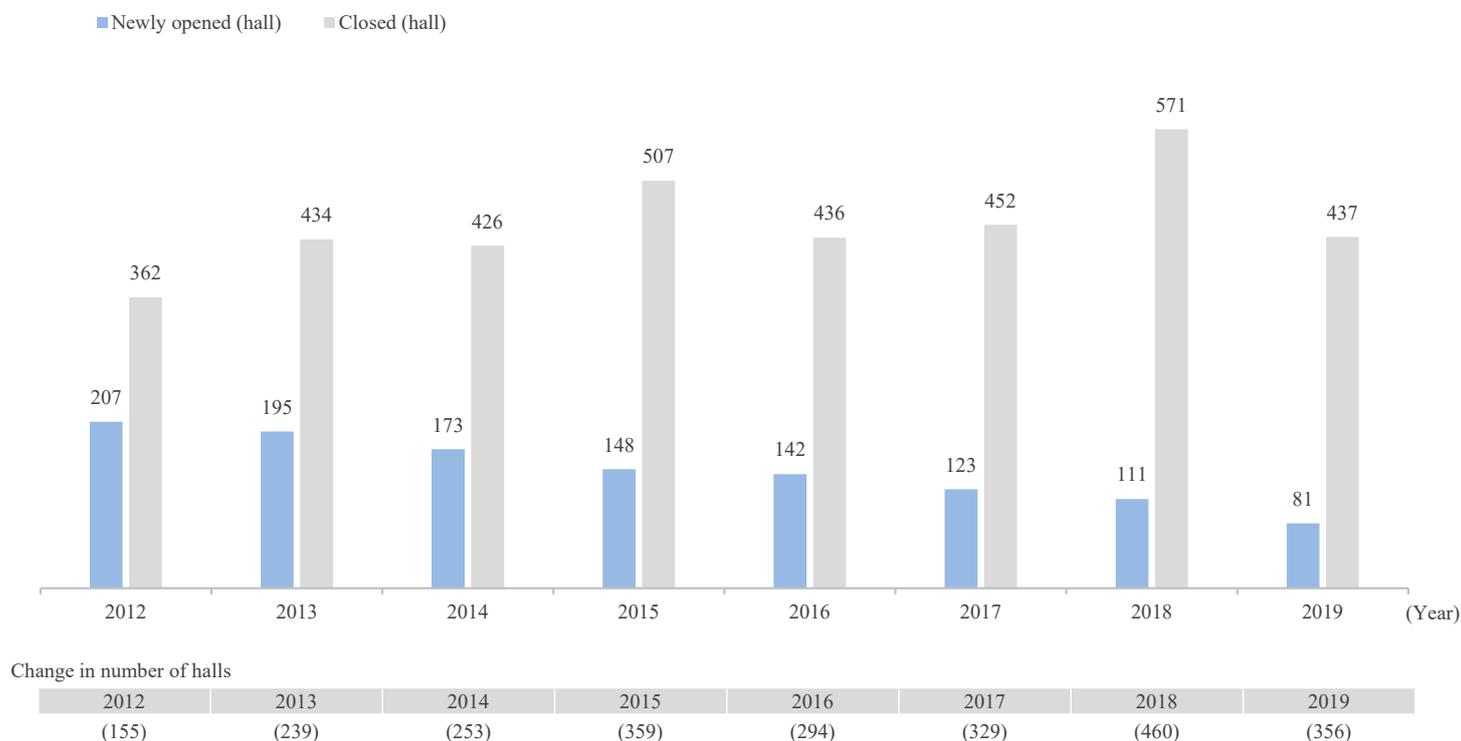
## 【 Pachislot machines 】



Source: FIELDS

# Change in number of newly opened/ closed halls (by year)

The data is based on *The results of the survey on member's halls*, by Zennichiyuren (a union for pachinko and pachislot halls), updated every month



# Change in number of newly opened/ closed halls (by month)

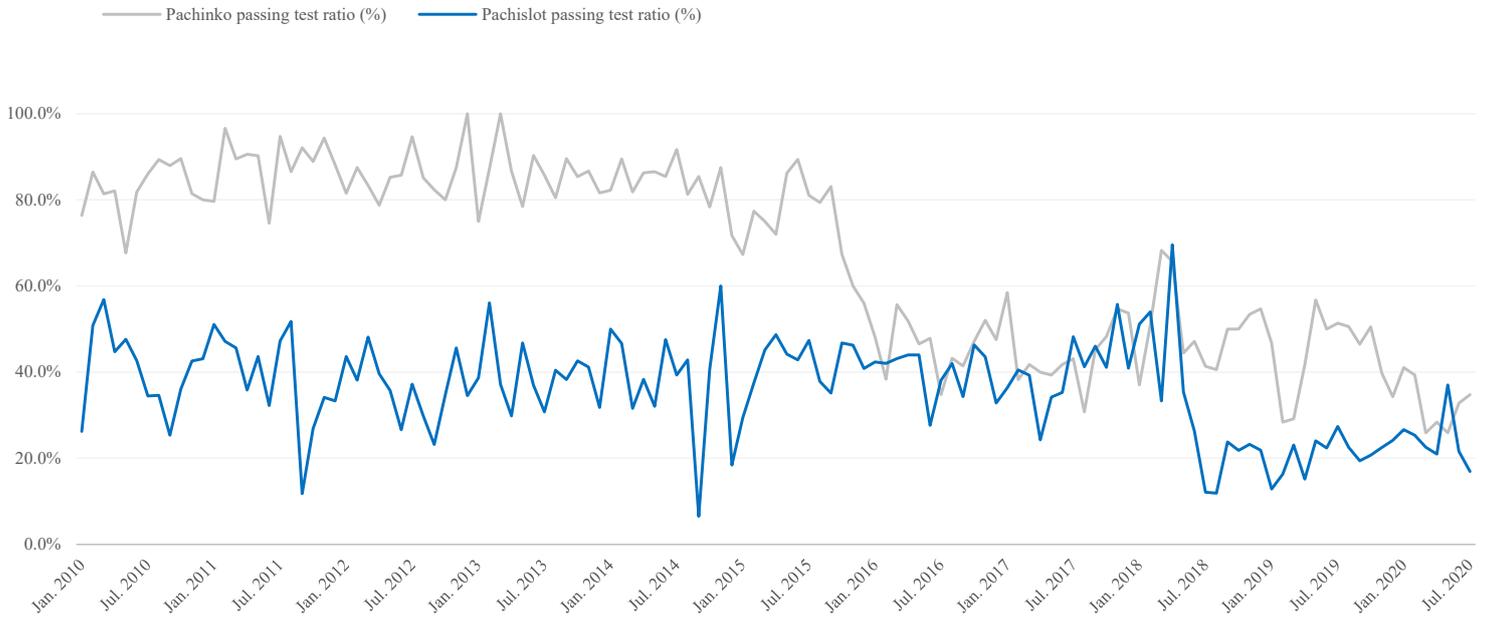
updated

The data is based on *The results of the survey on member's halls*, by Zennichiyuren (a union for pachinko and pachislot halls), updated every month

		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
2012	Newly opened	30	6	9	29	16	11	14	26	12	14	9	31	207
	Closed	21	35	36	38	28	34	26	21	34	35	23	31	362
	Change	9	(29)	(27)	(9)	(12)	(23)	(12)	5	(22)	(21)	(14)	0	(155)
2013	Newly opened	17	7	8	37	13	20	18	17	6	8	9	35	195
	Closed	34	37	52	41	30	43	19	35	43	38	28	34	434
	Change	(17)	(30)	(44)	(4)	(17)	(23)	(1)	(18)	(37)	(30)	(19)	1	(239)
2014	Newly opened	18	5	13	24	18	3	16	21	10	4	11	30	173
	Closed	18	37	55	30	33	35	39	44	34	31	28	42	426
	Change	0	(32)	(42)	(6)	(15)	(32)	(23)	(23)	(24)	(27)	(17)	(12)	(253)
2015	Newly opened	13	9	5	23	3	5	7	16	10	12	12	33	148
	Closed	33	39	51	51	78	61	40	25	40	28	33	28	507
	Change	(20)	(30)	(46)	(28)	(75)	(56)	(33)	(9)	(30)	(16)	(21)	5	(359)
2016	Newly opened	10	9	7	13	9	15	6	11	5	3	8	46	142
	Closed	23	37	61	40	34	28	37	34	45	27	37	33	436
	Change	(13)	(28)	(54)	(27)	(25)	(13)	(31)	(23)	(40)	(24)	(29)	13	(294)
2017	Newly opened	9	8	10	20	7	22	4	8	4	4	6	21	123
	Closed	46	31	47	18	38	41	35	38	41	35	33	49	452
	Change	(37)	(23)	(37)	2	(31)	(19)	(31)	(30)	(37)	(31)	(27)	(28)	(329)
2018	Newly opened	26	9	4	29	9	5	7	6	6	0	2	8	111
	Closed	62	56	69	43	49	41	55	38	33	46	35	44	571
	Change	(36)	(47)	(65)	(14)	(40)	(36)	(48)	(32)	(27)	(46)	(33)	(36)	(460)
2019	Newly opened	23	3	8	12	5	0	1	2	5	0	4	18	81
	Closed	53	33	42	46	32	33	31	32	42	23	35	35	437
	Change	(30)	(30)	(34)	(34)	(27)	(33)	(30)	(30)	(37)	(23)	(31)	(17)	(356)
2020	Newly opened	3	6	0	2	4	31							
	Closed	58	34	66	68	61	78							
	Change	(55)	(28)	(66)	(66)	(57)	(47)							

# Results of model certification tests (graph)

The data is based on *Model certification test operations for PS machines*; statistical data by Security Electronics and Communications Technology Association, updated every month



# Results of model certification tests (detail)

The data is based on *Model certification test operations for PS machines*; statistical data by Security Electronics and Communications Technology Association, updated every month

## Pachinko Machine

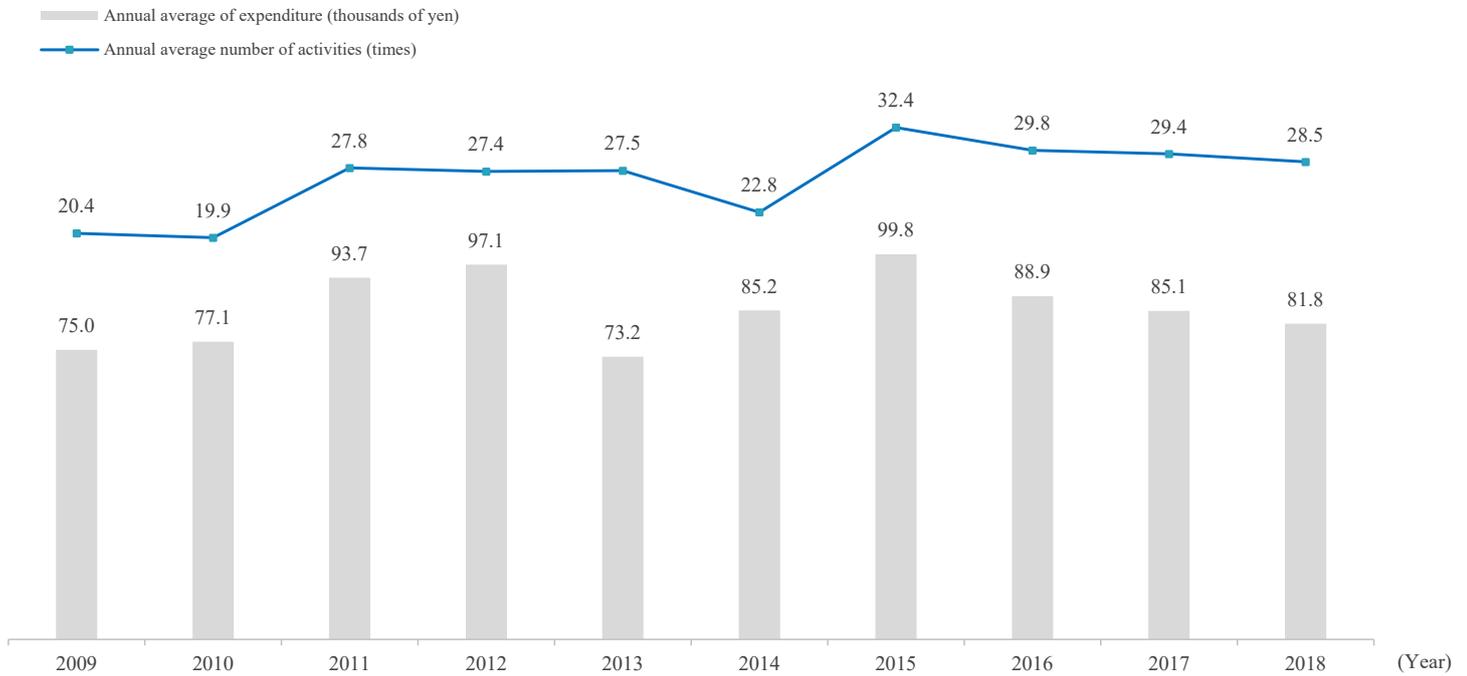
		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
2017	Application	65	81	91	85	61	67	58	78	73	58	53	54	824
	Pass	38	31	38	34	24	28	25	24	33	28	29	29	361
	Passing test ratio	58.5%	38.3%	41.8%	40.0%	39.3%	41.8%	43.1%	30.7%	45.2%	48.2%	54.7%	53.7%	43.8%
2018	Application	54	49	63	35	36	70	58	69	46	64	73	53	670
	Pass	20	25	43	23	16	33	24	28	23	32	39	29	335
	Passing test ratio	37.0%	51.0%	68.2%	65.7%	44.4%	47.1%	41.3%	40.6%	50.0%	50.0%	53.4%	54.7%	50.0%
2019	Application	77	88	96	84	74	84	72	85	71	95	93	70	989
	Pass	36	25	28	35	42	42	37	43	33	48	37	24	430
	Passing test ratio	46.8%	28.4%	29.2%	41.7%	56.8%	50.0%	51.4%	50.6%	46.5%	50.5%	39.8%	34.3%	43.5%
2020	Application	56	61	81	74	27	61	69						
	Pass	23	24	21	21	7	20	24						
	Passing test ratio	41.1%	39.3%	25.9%	28.4%	25.9%	32.8%	34.8%						

## Pachislot Machine

		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
2017	Application	55	79	84	70	76	85	56	63	63	73	52	66	822
	Pass	20	32	33	17	26	30	27	26	29	30	29	27	326
	Passing test ratio	36.4%	40.5%	39.3%	24.3%	34.2%	35.3%	48.2%	41.2%	46.0%	41.0%	55.7%	40.9%	39.7%
2018	Application	43	50	69	46	48	38	33	42	42	87	86	64	648
	Pass	22	27	23	32	17	10	4	5	10	19	20	14	203
	Passing test ratio	51.1%	54.0%	33.3%	69.6%	35.4%	26.3%	12.1%	11.9%	23.8%	21.8%	23.3%	21.9%	31.3%
2019	Application	70	92	65	66	79	76	73	71	67	82	80	91	912
	Pass	9	15	15	10	19	17	20	16	13	17	18	22	191
	Passing test ratio	12.9%	16.3%	23.1%	15.2%	24.1%	22.4%	27.4%	22.5%	19.4%	20.7%	22.5%	24.2%	20.9%
2020	Application	75	75	62	62	27	74	65						
	Pass	20	19	14	13	10	16	11						
	Passing test ratio	26.7%	25.3%	22.6%	21.0%	37.0%	21.6%	16.9%						

# Annual average of number of activities and expenditure for PS activities

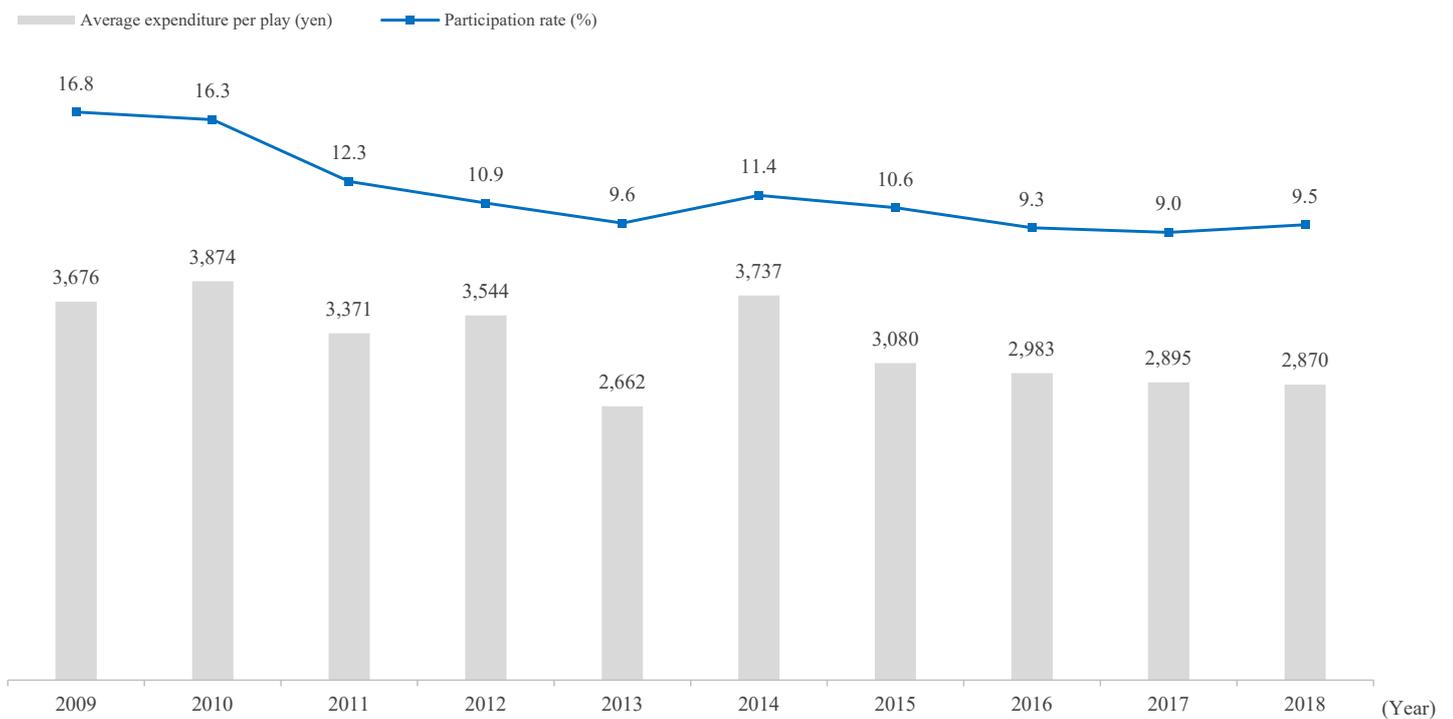
The data is based on *White Paper on Leisure 2019* by Japan Productivity Center, updated every August



# Participation rate and average expenditure per play in PS

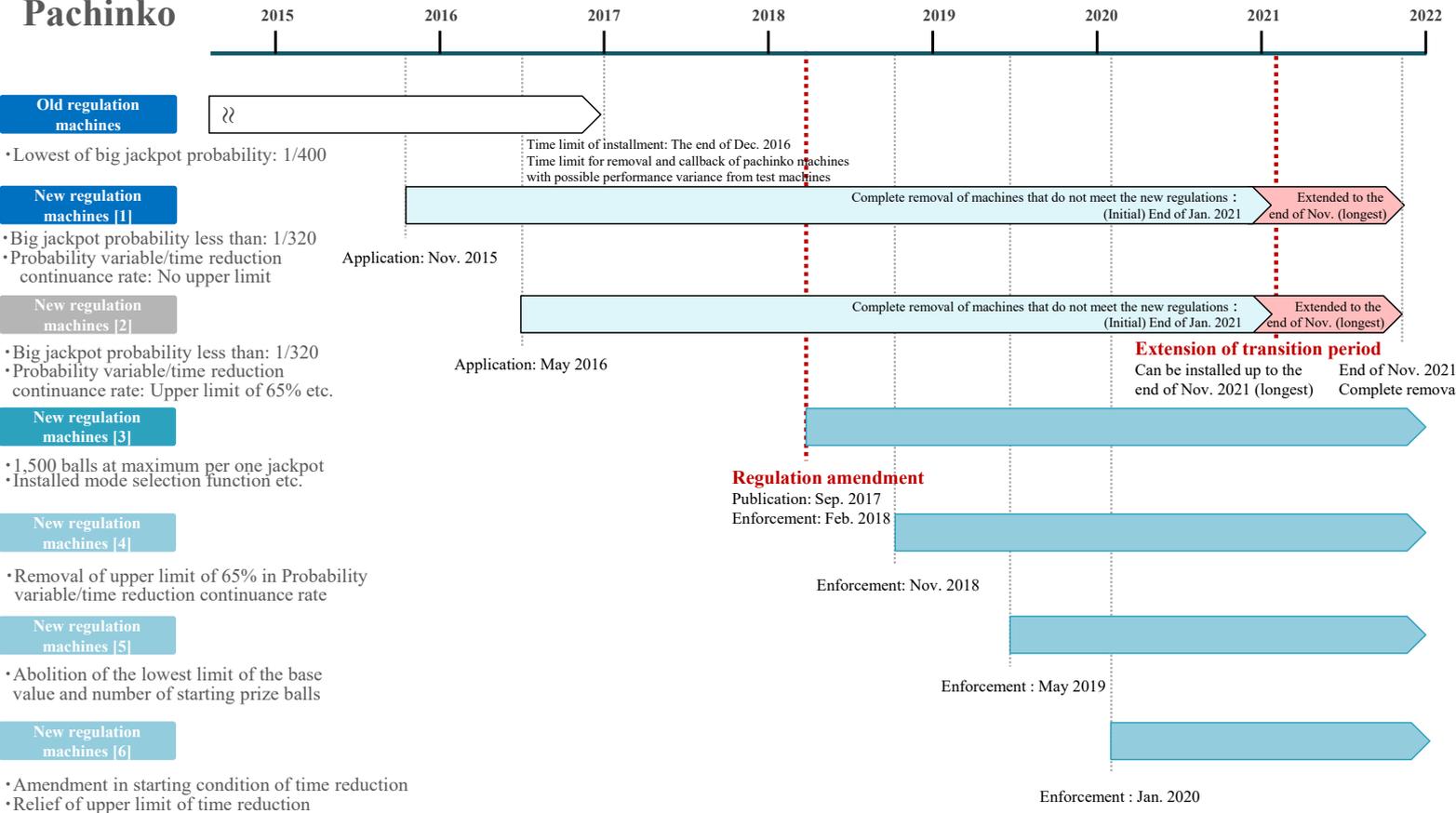
The data is based on *White Paper on Leisure 2019* by Japan Productivity Center, updated every August

\*Average expenditure per play is calculated from Annual average number of activities and Annual average of expenditure

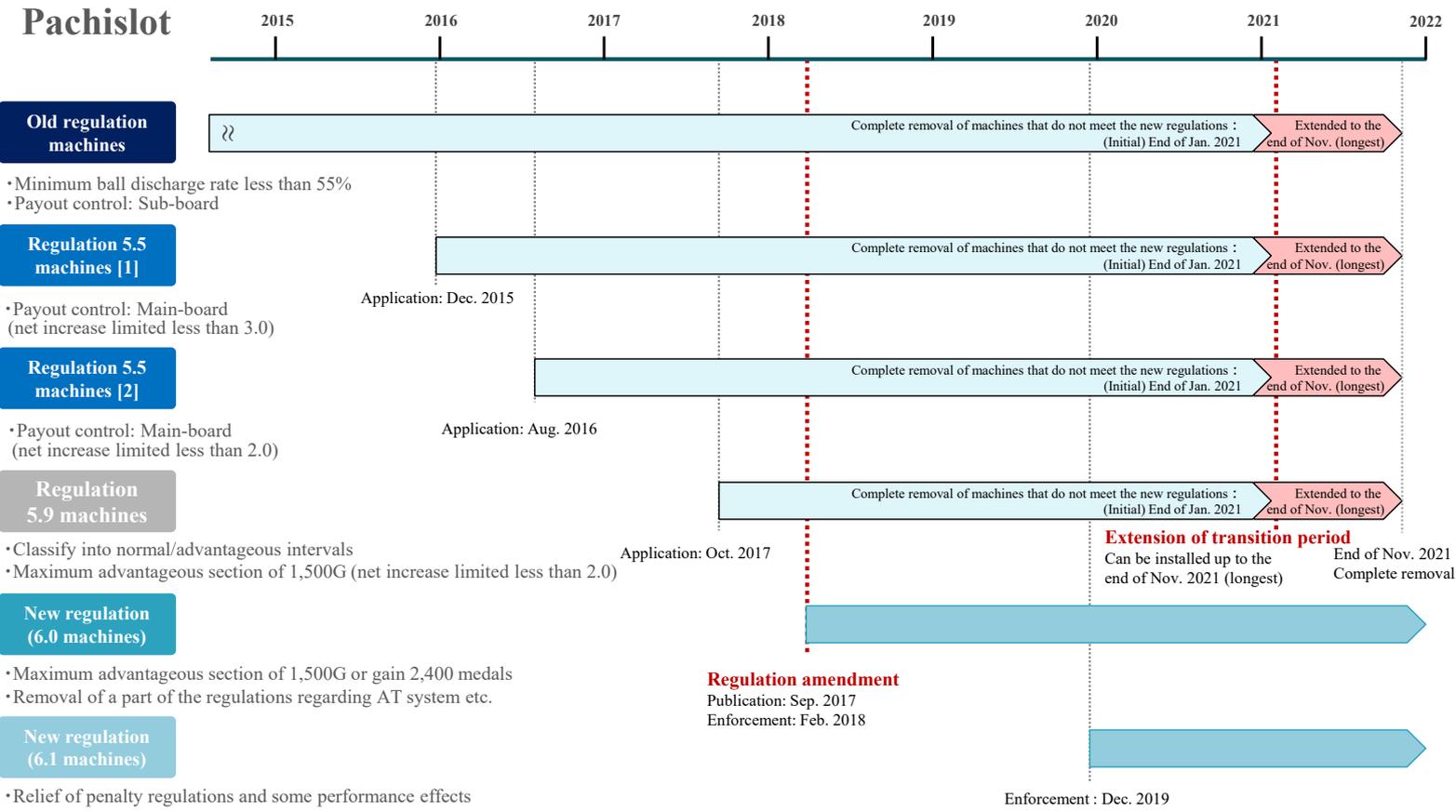


# Trends in PS regulations

## Pachinko



## Pachislot



Source: FIELDS, New/old comparative table by National Police Agency announced on September 4, 2017

## ◇ Regulation of ball output

### (1) Changes to criteria for test firing

Test	Old regulation	New regulation
1 hour	Under 300%	<b>Over 33%—Under 220%</b>
<b>4 hours</b>	-	<b>Over 40%—Under 150%</b>
10 hours	Over 50%—Under 200%	<b>Over 50%—Under 133%</b>

### (2) Changes to criteria for jackpot balls

Old regulation	New regulation
2,400 balls (equivalent to 9,600 yen)	<b>1,500 balls</b> (equivalent to <b>6,000 yen</b> )

### (3) Changes of maximum number of rounds for pachinko

Old regulation	New regulation
Maximum 16 rounds	Maximum 10 rounds

Pachinko

### (1) Changes to criteria for test firing

Test	Old regulation	New regulation
400 games	Under 300%	<b>Over 33%—Under 220%</b>
<b>1,600 games</b>	-	<b>Over 40%—Under 150%</b>
6,000 games	Under 150%	<b>Over 50%—Under 126%</b>
17,500 games	Over 55%—Under 120%	<b>Over 60%—Under 115%</b>

Old regulation	New regulation
480 medals (equivalent to 9,600 yen)	<b>300 medals</b> (equivalent to <b>6,000 yen</b> )

Pachislot

## ◇ Introduction of specifications for “controlled machines” and “pachinko machine settings (6 types)”

◇ To promote measures to prevent pachinko addiction, revised laws and rules require hall operators to provide information to customers and take other necessary measures as their additional duties.

Source: FIELDS, *New/old comparative table* by National Police Agency announced on September 4, 2017

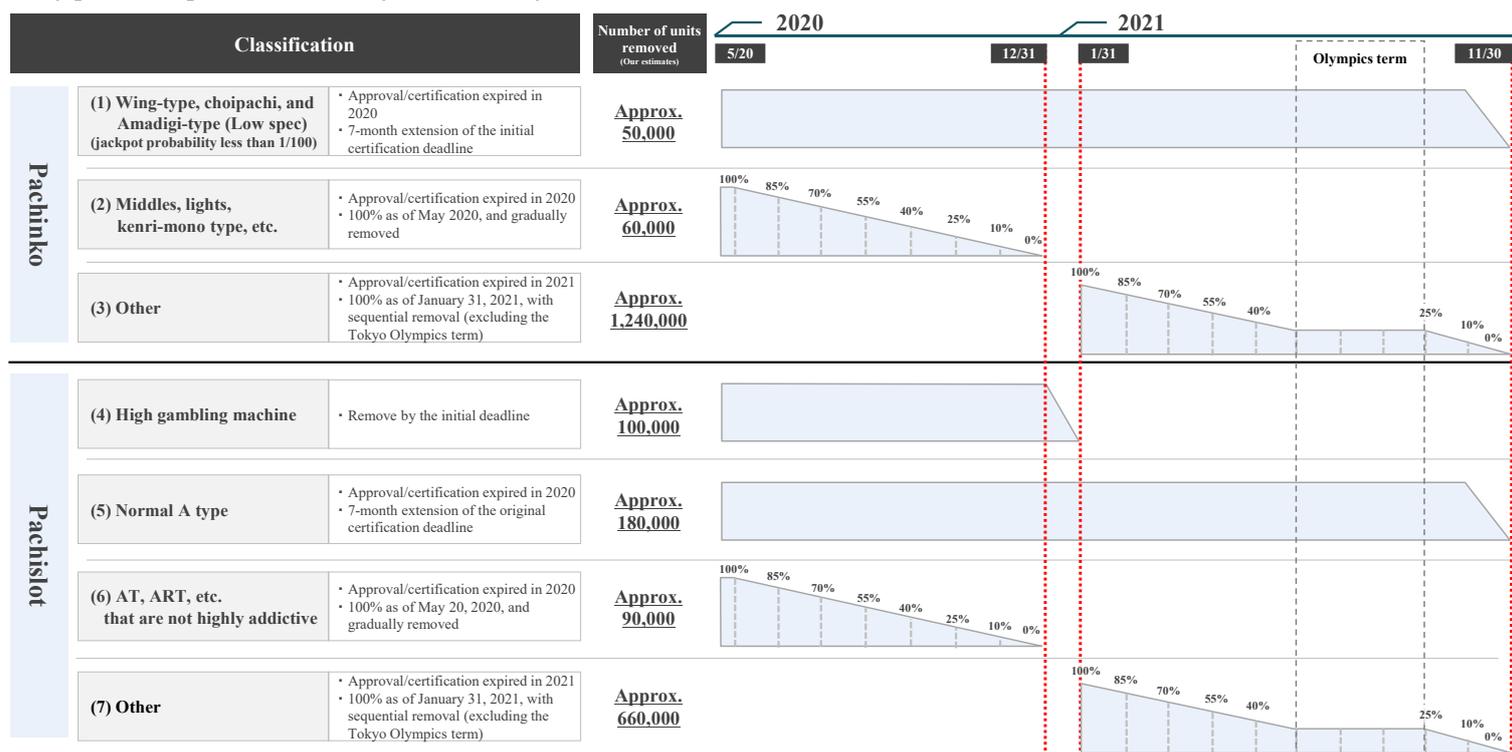
## Changes in removal schedules due to extension of transition period

new

### ◇ Partial revision of the supplementary provisions of *Amendment of the Regulation for Enforcement of the Amusement Businesses Law* (announced/enforced in May 2020)

Regulation (Supplementary Provisions for Revision No. 7)	Among the old regulation machines,
	<ul style="list-style-type: none"> <li>Those whose certification are expired <b>before May 19, 2020</b> (No change) ▶ Certification/Approval period = 3 years</li> <li>Those whose certification are expired <b>after May 20, 2020</b> (Changed) ▶ Certification/Approval period = 4 years</li> </ul>

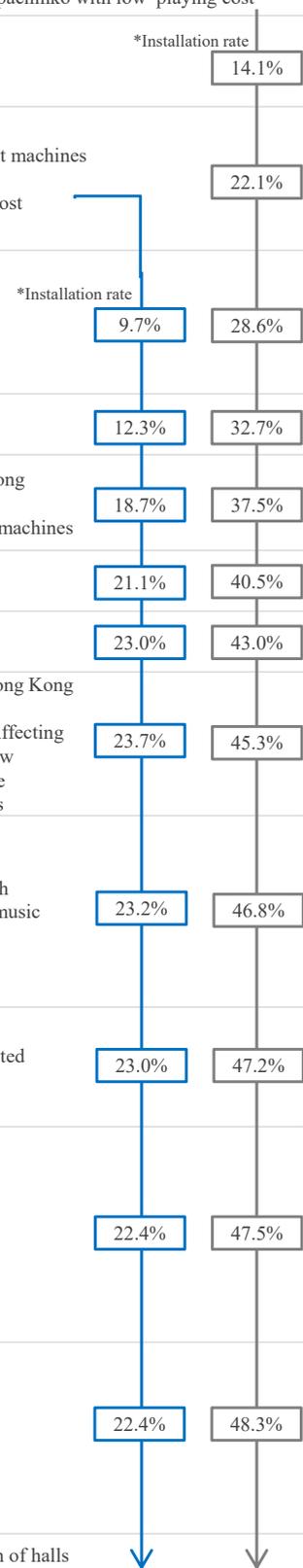
### ◇ Self-Regulation by the PS industry -handling procedure for old regulation machines (Resolution May 2020) by pachinko/pachislot Industry 21st Century Association



Source: Greenbelt, FIELDS

# Change in PS industry

FY	Primary events	Industry overall	Total PS unit sales	Number of halls	Hall
2005	■ Jan. Livedoor incident		5,830,000 machines	15,165 halls	
2006			5,480,000 machines	14,674 halls	■ May Enforcement of revised Amusement Businesses Law *Stricter operations of halls (reinforced penalties), such as thorough no-entry of under 18 years old and payout security at closing time.
2007	■ Aug. Sub-prime loan problem in US		4,910,000 machines	13,585 halls	■ Increase in closures of dedicated pachislot specialty stores ■ Full-scale introduction of pachinko with low playing cost
2008	■ Jul. G8 Hokkaido Toyako Summit ■ Sep. US-based Lehman Brothers collapses	■ Jul. Voluntary ban on replacement of machines with the opening of G8 Summit	4,250,000 machines	12,937 halls	
2009	■ Sep. Established Democratic Party administration ■ Nov. Opening of APEC Economic Leaders' Meeting	■ Nov. Voluntary ban on replacement of machines with the opening of APEC Economic Leaders' Meeting	4,090,000 machines	12,652 halls	■ Rise of ART type pachislot machines ■ Full-scale introduction of pachislot with low playing cost
2010	■ Mar. Great East Japan Earthquake occurs ■ Jul. Major flooding in Thailand	■ Mar. Voluntary constraints on marketing and advertising after the Great East Japan Earthquake	3,880,000 machines	12,479 halls	
2011	■ Oct. Yen strengthens to highest level since WWII		3,860,000 machines	12,323 halls	■ Aug. Strictly restricted PS advertisement (event)
2012	■ Dec. LDP takes power with Abe cabinet ■ Mar. Haruhiko Kuroda appointed as BOJ governor		3,820,000 machines	12,149 halls	■ Aug. DYNAM listed in Hong Kong market ■ Rise of AT type pachislot machines
2013			3,450,000 machines	11,893 halls	
2014	■ Apr. Consumption tax rate increased		3,250,000 machines	11,627 halls	
2015			2,850,000 machines	11,310 halls	■ Apr. NIRAKU listed in Hong Kong market ■ Jun. Revised Businesses Affecting Public Morals Regulation Law passed, and PS industry made from category 7 to 4 business
2016	■ Apr. 2016 Kumamoto Earthquake ■ May G7 Japan 2016 Ise-Shima Summit ■ Jun. U.K. referendum on withdrawal from the EU. ■ Nov. Presidential election in U.S. ■ Dec. Enactment of the IR promotion law	■ May Moratorium on replacement of machines for the duration of Summit	2,430,000 machines	10,986 halls	■ Jan. Build a consensus with JASRAC regarding playing music with installation machines
2017		■ Feb. Amendment of the Regulation for Enforcement of the Amusement Businesses Law	2,010,000 machines	10,596 halls	■ May Okura Holdings Limited listed in Hong Kong Market
2018	■ Jun. 2018 North Korea-United States summit ■ Jul. Problem Gambling Basic Countermeasure Act established ■ Jul. Torrential rains in western Japan in July 2018 ■ Oct. Typhoon No. 21 (Jebi) ■ Oct. 2018 Hokkaido Eastern Iburi Earthquake		1,820,000 machines	10,060 Halls	
2019	■ May Enthronement of the Emperor ■ Jun. G20 summit held ■ Sep. Typhoon No. 15 (Faxai) ■ Sep.-Nov. Rugby World Cup ■ Oct. Typhoon No. 19 (Hagibis) ■ Mar. WHO described the COVID-19 a pandemic		-	9,639 Halls	
2020	▶ Apr. State of emergency issued ▶ May State of emergency lifted ■ Jul. Torrential rains in July 2020				■ Apr. Requested suspension of halls in the target areas ■ Late May- Halls resumed business



\*The number of pachinko halls are as of each year end.

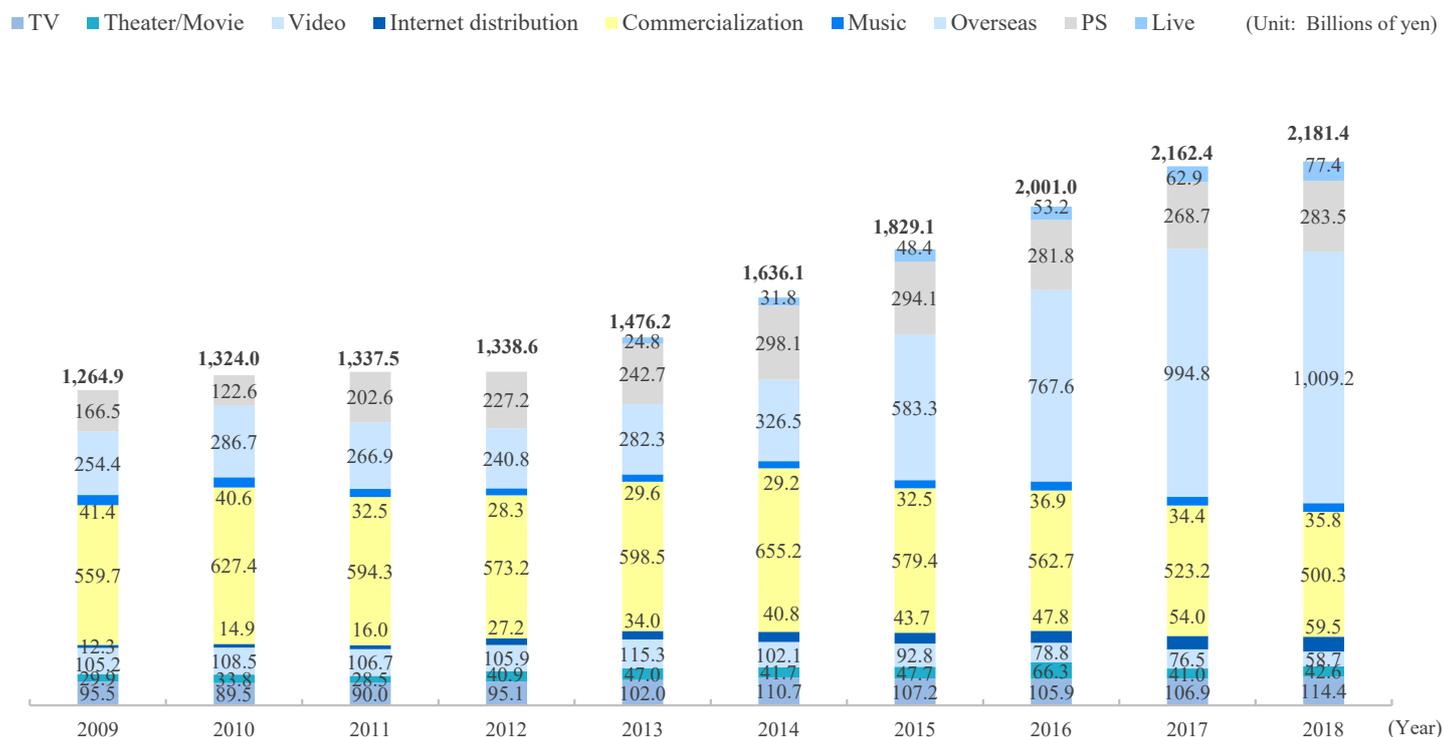
Source: FIELDS, National Police Agency's data, Pachinko Maker Trends by Yano Research Institute, Ltd

# Entertainment Market Data

- P.22      Market scale of animation industry  
            Box-office of domestic movie theaters
  
- P.23      Market scale of health industry  
            Change in number of player in health industry
  
- P.24      Trends in toy market [updated]

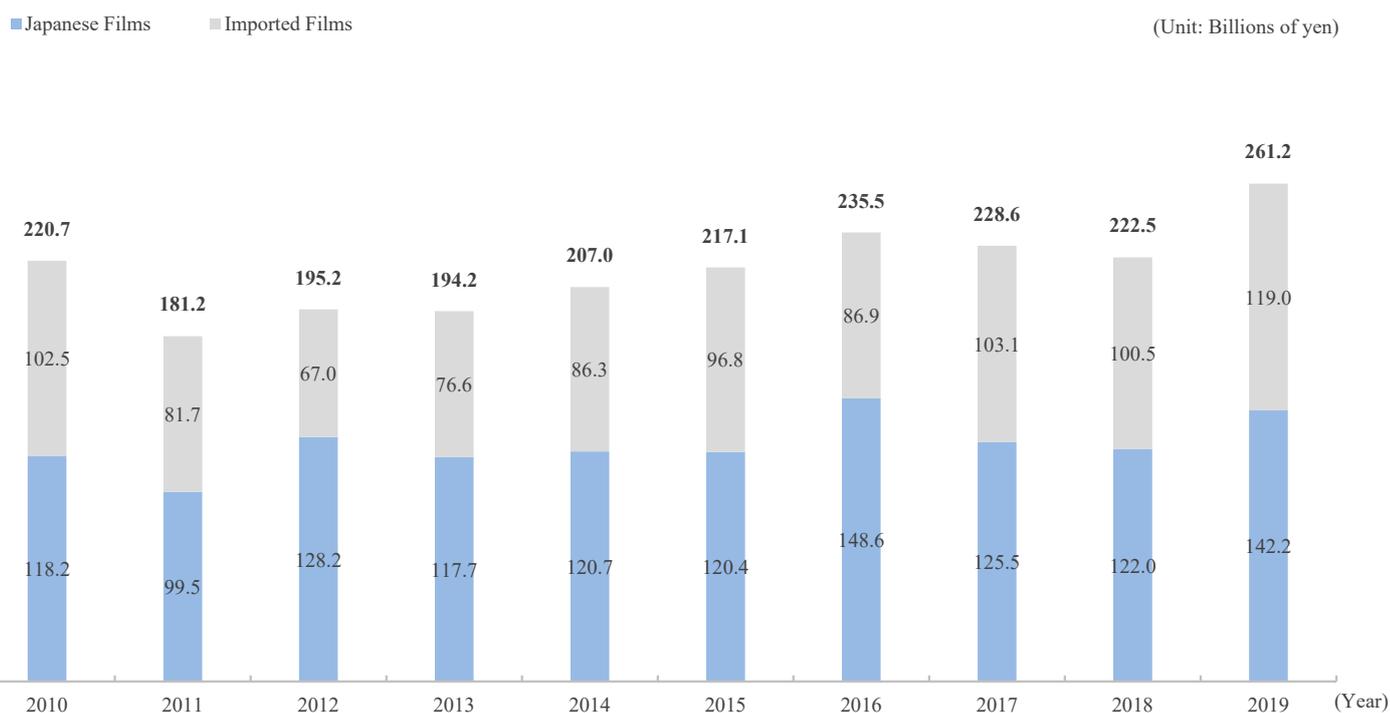
# Market scale of animation industry

The data is based on *Anime Industry Report 2019* by The Association of Japanese Animation, updated every January  
 (The data of PS is estimated by FIELDS from shipment of PS machines that utilized anime IP (Intellectual property))  
 The data except PS is calculated according to amount of user's payment)



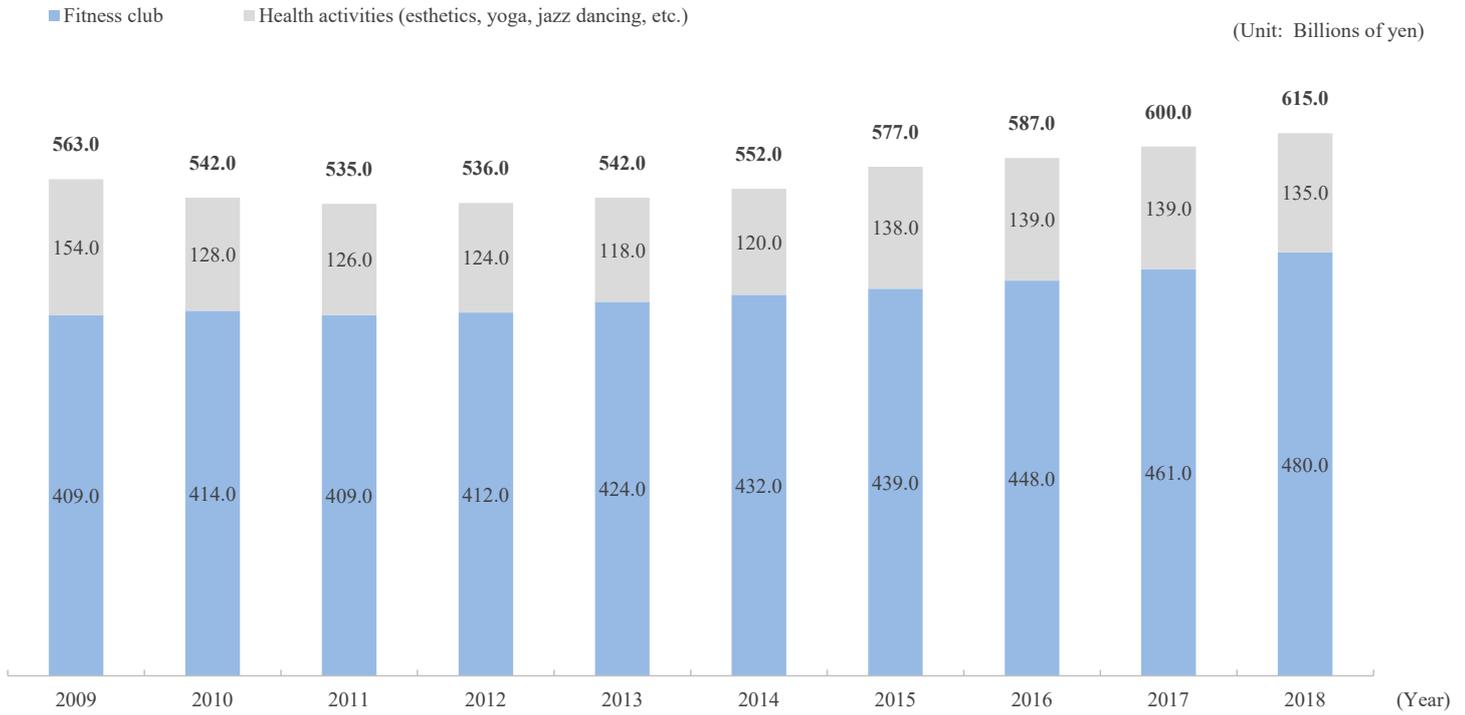
# Box-office of domestic movie theaters

The data is based on *STATISTICS OF FILM INDUSTRY IN JAPAN* by Motion Picture Producers Association of Japan, Inc., updated every January



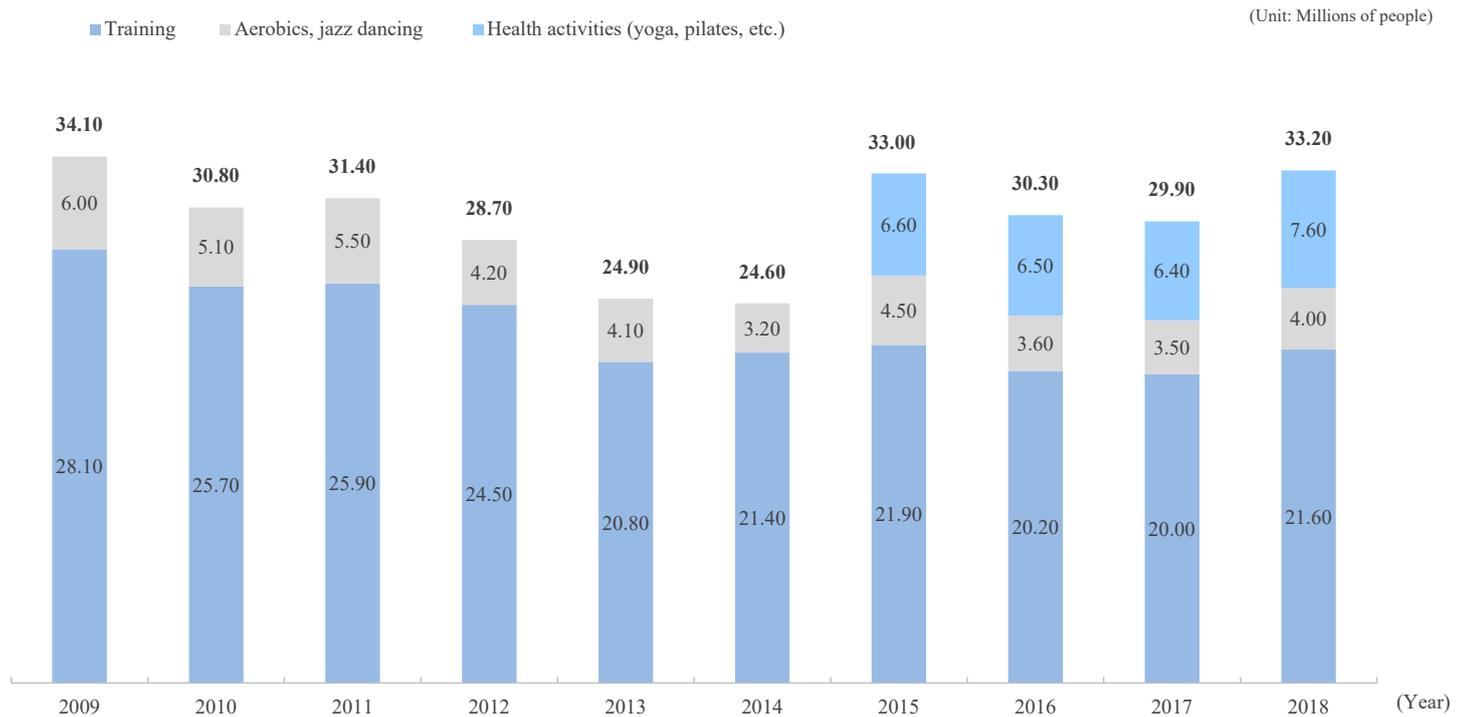
# Market scale of health industry

The data is based on White Paper on Leisure 2019 by Japan Productivity Center, updated every August



# Change in number of player in health industry

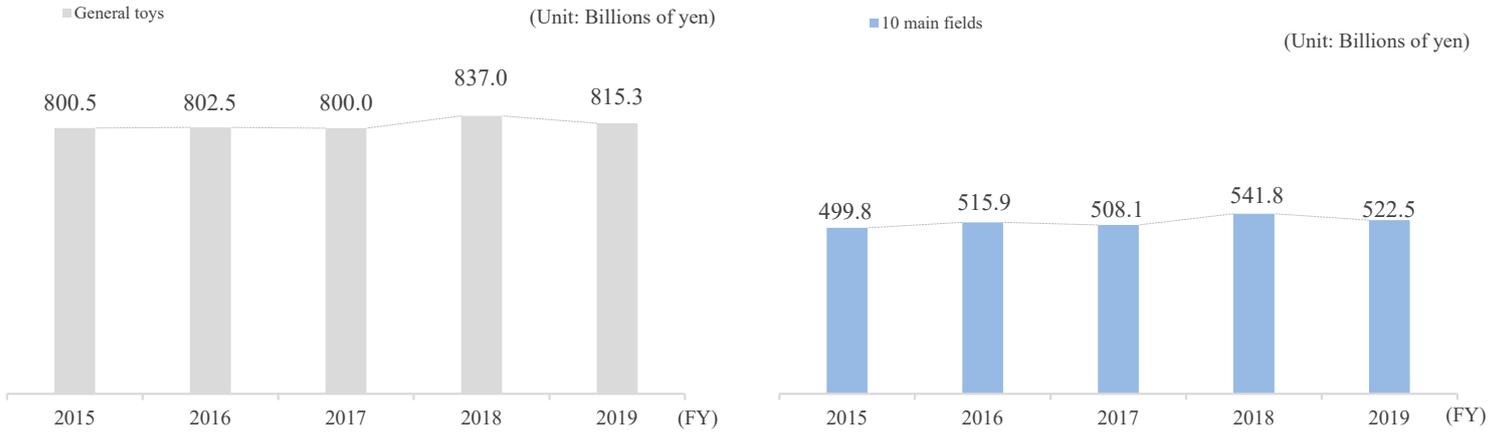
The data is based on White Paper on Leisure 2019 by Japan Productivity Center, updated every August



The data is based on *Japanese toy market scale data in FY2019* by The Japan Toy Association, updated every June

According to *Japanese toy market scale data in FY2019*, Japanese toy market scale in FY2019 based on recommended retail price was ¥815.3 billion (down 2.6% YoY). Although the figure slightly declined from the previous fiscal year, that of FY2018 has reported a record high since the start of the survey in FY2001 and the result in FY2019 was the second largest.

In the 10 main fields\*, which occupy the core of toys, sales decreased by 3.5% from the previous year to 522.5 billion yen, which was also the second largest since the start of the survey, although this was also a slight decrease from the previous year.



\*The 10 main fields are the entire market excluding passenger-related items such as strollers, child seats and tricycles, and sundries and hobbies.

## Disclaimer

The plans, strategies and estimates of the Company indicated in these documents, other than actual results and established facts, include potential risks and uncertainties and cannot be guaranteed.

Potential risks and uncertainties include, but are not limited to, the economic environment of the PS market in which the Company operates, market competition and the products handled by the Company.

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