

## **FIELDS CORPORATION**

**Interim Financial Presentation (Year Ending March 31, 2007)** 

November 27 (Mon), 2006

THE GREATEST LEISURE FOR ALL PEOPLE

2767:JASDAQ

### FIELDS CORPORATION

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# Year ending March 2007 Interim Operating Results (Consolidated)

(Unit: ¥million)

|                        | Year ended March 2006 | Year ending   | March 2007      | YOY    | Actual to Plan |
|------------------------|-----------------------|---------------|-----------------|--------|----------------|
|                        | Interim, Actual       | Interim, Plan | Interim, Actual |        |                |
| Net sales              | 35,746                | 40,640        | 47,122          | 131.8% | 115.9%         |
| Gross profit           | 9,365                 | 12,780        | 14,050          | 150.0% | 109.9%         |
| SG & A expenses        | 7,902                 | 9,630         | 9,329           | 118.1% | 96.9%          |
| Operating income       | 1,462                 | 3,150         | 4,720           | 322.7% | 149.8%         |
| Operating income ratio | 4.1%                  | 7.8%          | 10.0%           |        |                |
| Ordinary income        | 1,806                 | 3,160         | 4,980           | 275.7% | 157.6%         |
| Ordinary income ratio  | 5.1%                  | 7.8%          | 10.6%           |        |                |
| Net income             | 961                   | 1,270         | 2,225           | 231.6% | 175.2%         |
| Net income ratio       | 2.7%                  | 3.1%          | 4.7%            |        |                |
| <u> </u>               |                       |               |                 |        |                |



# **Year ending March 2007 Interim Operating Results (Non-Consolidated)**

(Unit: ¥million)

|                        | Year ended March 2006 | Year ending March 2007 |                 | YOY    | Actual to Plan |
|------------------------|-----------------------|------------------------|-----------------|--------|----------------|
|                        | Interim, Actual       | Interim, Plan          | Interim, Actual |        |                |
| Net sales              | 33,077                | 34,700                 | 41,141          | 124.4% | 118.6%         |
| Gross profit           | 8,245                 | 10,970                 | 12,351          | 149.8% | 112.6%         |
| SG & A expenses        | 6,538                 | 7,460                  | 7,373           | 112.8% | 98.8%          |
| Operating income       | 1,706                 | 3,509                  | 4,977           | 291.6% | 141.8%         |
| Operating income ratio | 5.1%                  | 10.1%                  | 12.1%           |        |                |
| Ordinary income        | 1,982                 | 3,710                  | 5,284           | 266.6% | 142.4%         |
| Ordinary income ratio  | 6.0%                  | 10.7%                  | 12.8%           |        |                |
| Net income             | 1,209                 | 2,040                  | 2,810           | 232.4% | 137.7%         |
| Net income ratio       | 3.7%                  | 5.9%                   | 6.8%            |        |                |
| Dividend per share (¥) | 2,000                 | 2,000                  | 2,000           |        |                |



# **Year ending March 2007 Interim Segment Information**

(Unit: ¥million)

| Year ended March 2006 | Year ending March 2007                                                                         |                                                                                                                                                                                                                                                                                        |
|-----------------------|------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Full year, Actual     | Interim, Actual                                                                                | Composition ratio                                                                                                                                                                                                                                                                      |
|                       |                                                                                                |                                                                                                                                                                                                                                                                                        |
| 88,349                | 41,144                                                                                         | 86.8%                                                                                                                                                                                                                                                                                  |
| 5,052                 | 3,879                                                                                          | 8.2%                                                                                                                                                                                                                                                                                   |
| 4,083                 | 2,398                                                                                          | 5.0%                                                                                                                                                                                                                                                                                   |
| 97,485                | 47,422                                                                                         | 100.0%                                                                                                                                                                                                                                                                                 |
| (671)                 | (300)                                                                                          |                                                                                                                                                                                                                                                                                        |
| 96,814                | 47,122                                                                                         |                                                                                                                                                                                                                                                                                        |
|                       |                                                                                                |                                                                                                                                                                                                                                                                                        |
| 12,711                | 5,026                                                                                          | 107.9%                                                                                                                                                                                                                                                                                 |
| 277                   | (81)                                                                                           | (1.8%)                                                                                                                                                                                                                                                                                 |
| (655)                 | (286)                                                                                          | (6.1%)                                                                                                                                                                                                                                                                                 |
| 12,333                | 4,658                                                                                          | 100.0%                                                                                                                                                                                                                                                                                 |
| 15                    | 62                                                                                             |                                                                                                                                                                                                                                                                                        |
| 12,348                | 4,720                                                                                          |                                                                                                                                                                                                                                                                                        |
|                       | Full year, Actual  88,349  5,052  4,083  97,485  (671)  96,814  12,711  277  (655)  12,333  15 | Full year, Actual     Interim, Actual       88,349     41,144       5,052     3,879       4,083     2,398       97,485     47,422       (671)     (300)       96,814     47,122       12,711     5,026       277     (81)       (655)     (286)       12,333     4,658       15     62 |

## **Year ending March 2007 Interim Summary**

### Pachinko machine sales business

- Unit sales is 123,271, 65% increase YOY
- Bisty brand machines growth make a positive contribution to unit sales increase
   Continuous sales of "CR Neon Genesis Evangelion: Second Impact" (approx.36,000 units)

"CR Shin Sangoku Musou" (approx.27,000 units)

"CR Aya Matsuura" (approx.40,000 units)

### ■ Pachislot machine sales business

- Unit sales is 106,536, 25% increase YOY
- Each sales of three manufacturers (Rodeo, Bisty and Olympia) brand machines is on track
- All-out collaboration with Olympia started with "King of mouse" (approx.30,000 units)
- Sales of "Tomb Raider" ahead of schedule

## ■ Main factor of upward revision

— Unit sales of pachinko machine increased approx.20,000 compared to original plan



# **Unit Sales of Pachinko Machines by Manufacturer**

|         | Year ended March 2006 |              | Yea      | YOY    |         |          |
|---------|-----------------------|--------------|----------|--------|---------|----------|
|         | Interim               | Full year    | 1Q       | 2Q     | Interim |          |
| Sammy   | 7,253                 | 52,390       | 4,610    | 54     | 4,664   | 64.3%    |
| Bisty   | 59,567                | 262,806      | 56,975   | 54,278 | 111,253 | 186.8%   |
| Olympia | _                     | <del>-</del> | <u>-</u> | -      | _       | -        |
| Others  | 7,524                 | 14,465       | 4,052    | 3,302  | 7,354   | 97.7%    |
| Total   | 74,344                | 329,661      | 65,637   | 57,634 | 123,271 | 165.8%   |
| S.      | 1                     |              |          |        |         | <u> </u> |



# **Unit Sales of Pachislot Machines by Manufacturer**

|         | Year ended March 2006 |           | Ye     | YOY    |         |        |
|---------|-----------------------|-----------|--------|--------|---------|--------|
|         | Interim               | Full year | 1Q     | 2Q     | Interim |        |
| Rodeo   | 52,808                | 159,222   | 19,760 | 4,725  | 24,485  | 46.4%  |
| Bisty   | 19,136                | 22,952    | 1,688  | 39,807 | 41,495  | 216.8% |
| Olympia | 5,412                 | 6,570     | 34,991 | 1,863  | 36,854  | 681.0% |
| Others  | 7,687                 | 25,916    | 2,198  | 1,504  | 3,702   | 48.2 % |
| Total   | 85,043                | 214,660   | 58,637 | 47,899 | 106,536 | 125.3% |



# **Year ending March 2007 Interim Mainly Sold Pachinko Machine Names**

| Launch                           | Manufacturer | Machine name                                 | Units sold in interim period | Cumulative<br>Units sold |  |  |  |
|----------------------------------|--------------|----------------------------------------------|------------------------------|--------------------------|--|--|--|
| Continuous sales                 | Bisty        | CR Neon Genesis Evangelion:<br>Second Impact | 36,364                       | 161,217                  |  |  |  |
| •                                |              | CR Gamera Extreme Battle                     | -                            | -                        |  |  |  |
| 1Q                               | Bisty        | CR Shin Sangoku Musou                        | 27,258                       | 27,258                   |  |  |  |
| 20                               | Bisty        | CR Otoko Ippiki Gaki Daisho                  | -                            | -                        |  |  |  |
| 2Q                               | Bisty        | CR Matsuura Aya                              | 38,324                       | 40,675                   |  |  |  |
|                                  | Others       |                                              | 9,341                        |                          |  |  |  |
|                                  |              | Total                                        | 123,271                      |                          |  |  |  |
| Unit of 10,000 or above is shown |              |                                              |                              |                          |  |  |  |

# **Year ending March 2007 Interim Mainly Sold Pachislot Machine Names**

| Launch                            | Manufacturer                      | Machine name      | Units sold in interim period | Cumulative<br>Units sold |  |  |  |  |
|-----------------------------------|-----------------------------------|-------------------|------------------------------|--------------------------|--|--|--|--|
| Continuous sales                  | Rodeo                             | Ore No Sora       | 24,481                       | 125,566                  |  |  |  |  |
| 1Q                                | Olympia LOONEY TUNES: BACK ACTION |                   | -                            | -                        |  |  |  |  |
| 14                                | Olympia                           | King of mouse     | 30,253                       | 30,287                   |  |  |  |  |
| 2Q                                | Bisty                             | Lord of the Rings | -                            | -                        |  |  |  |  |
|                                   | Bisty                             | Tomb Raider (2)   | 39,615                       | 61,018                   |  |  |  |  |
|                                   | Others                            |                   | 4,201                        |                          |  |  |  |  |
|                                   |                                   | Total             | 106,536                      |                          |  |  |  |  |
| Unit of 10,000 or above is shown. |                                   |                   |                              |                          |  |  |  |  |

<sup>&</sup>lt;sup>(2)</sup> Partial shipment in 2Q is recorded.

## **Year ending March 2007 Interim Summary**

### ■ Good performance of D3 Inc.

- Sales expansion of high profitable full price products with continuous sales of "SIMPLE Series"
- Good sales of "NARUTO" series substantially exceeded original plan in North America

```
"NARUTO: CLASH OF NINJA" (Launched in Feb 2006 231 thousand in interim Cumulative 346 thousand)
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"NARUTO: NINJA COUNCIL" (Launched in Feb 2006 109 thousand in interim Cumulative 188 thousand)

"NARUTO: CLASH OF NINJA2" (Launched in Sep 2006 185 thousand in interim Cumulative 185 thousand)

Good sales of simulator software collaborated with Fields

"CR Neon Genesis Evangelion: Second Impact & Pachislot Neon Genesis Evangelion" (Launched in June 2006 193 thousand in interim Cumulative 193 thousand)

Profit increase owing to cost reduction efforts such as marketing expenses

### New consolidation of thinkArts Co., Ltd

- thinkArts Co., Ltd which became 100% subsidiary in Apr 2006 is fully consolidated.
- Business cooperation is underway to enter into image software development.



### Other Field

## **Year ending March 2007 Interim Summary**

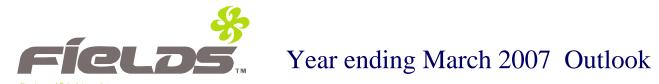
### ■ Japan Sports Marketing, Inc.

- Profit contribution of rights management such as trading of broadcasting and sponsorship rights
   of AFC Asia Cup, A3 Champions CUP and Chinese baseball
- Carryover of large rights projects into next terms
- Low performance of "TOTAL Workout" outlets opened later

### ■ New consolidation of Fields Pictures corporation

- Start of investment into film, cartoon, and comic book in June 2006
- Investment payback method :
  - 1) Development and commercialization of digital contents through the ownership of business rights of pachinko, pachislot, game, and mobile
  - 2) Dividend from investment committee
- Hedging risks through mixture of two type of projects.
   Own type (Fields'original plan driven) and collaboration type (Other firms' plan driven)







# Forecasts for Year ending March 2007 (Consolidated)

Announcement of revisions to the forecasts for the year ending March 2007 on October 30

(Unit: ¥million)

|                        | Year ended<br>March 2006 | Year ending March 2007 |                 |        |                        | Year ending March 2007 |  |  |
|------------------------|--------------------------|------------------------|-----------------|--------|------------------------|------------------------|--|--|
|                        | Full year, Actual        | Interim, Actual        | 2H revised plan | YOY    | Full year revised plan | YOY                    |  |  |
| Net sales              | 96,814                   | 47,122                 | 62,758          | 102.8% | 109,880                | 113.5%                 |  |  |
| Gross profit           | 29,737                   | 14,050                 | 20,070          | 98.5%  | 34,120                 | 114.7%                 |  |  |
| SG & A expenses        | 17,389                   | 9,329                  | 10,631          | 112.1% | 19,960                 | 114.8%                 |  |  |
| Operating income       | 12,348                   | 4,720                  | 9,440           | 86.7%  | 14,160                 | 114.7%                 |  |  |
| Operating income ratio | 12.8%                    | 10.0%                  | 15.0%           |        | 12.9%                  |                        |  |  |
| Ordinary income        | 13,127                   | 4,980                  | 9,170           | 81.0%  | 14,150                 | 107.8%                 |  |  |
| Ordinary income ratio  | 13.6%                    | 10.6%                  | 14.6%           |        | 12.9%                  |                        |  |  |
| Net income             | 7,085                    | 2,225                  | 5,255           | 85.8%  | 7,480                  | 105.6%                 |  |  |
| Net income ratio       | 7.3%                     | 4.7%                   | 8.4%            |        | 6.8%                   |                        |  |  |



# Forecasts for Year ending March 2007 (Non-Consolidated)

Announcement of revisions to the forecasts for the year ending March 2007 on October 24

(Unit: ¥million)

|                        | Year ended<br>March 2006 | Year ending March 2007 |                 |        |                           |        |
|------------------------|--------------------------|------------------------|-----------------|--------|---------------------------|--------|
|                        | Full year, Actual        | Interim, Actual        | 2H revised plan | YOY    | Full year revised<br>plan | YOY    |
| Net sales              | 88,251                   | 41,141                 | 52,669          | 95.5%  | 93,810                    | 106.3% |
| Gross profit           | 26,568                   | 12,351                 | 16,489          | 90.0%  | 28,840                    | 108.6% |
| SG & A expenses        | 14,071                   | 7,373                  | 7,747           | 102.8% | 15,120                    | 107.5% |
| Operating income       | 12,497                   | 4,977                  | 8,743           | 81.0%  | 13,720                    | 109.8% |
| Operating income ratio | 14.2%                    | 12.1%                  | 16.6%           |        | 14.6%                     |        |
| Ordinary income        | 12,836                   | 5,284                  | 8,736           | 80.5%  | 14,020                    | 109.2% |
| Ordinary income ratio  | 14.5%                    | 12.8%                  | 16.6%           |        | 14.9%                     |        |
| Net income             | 6,934                    | 2,810                  | 4,800           | 83.8%  | 7,610                     | 109.7% |
| Net income ratio       | 7.9%                     | 6.8%                   | 9.1%            |        | 8.1%                      |        |



## Year ending March 2007 Outlook & Interim Summary

### ■ Pachinko machine sales business

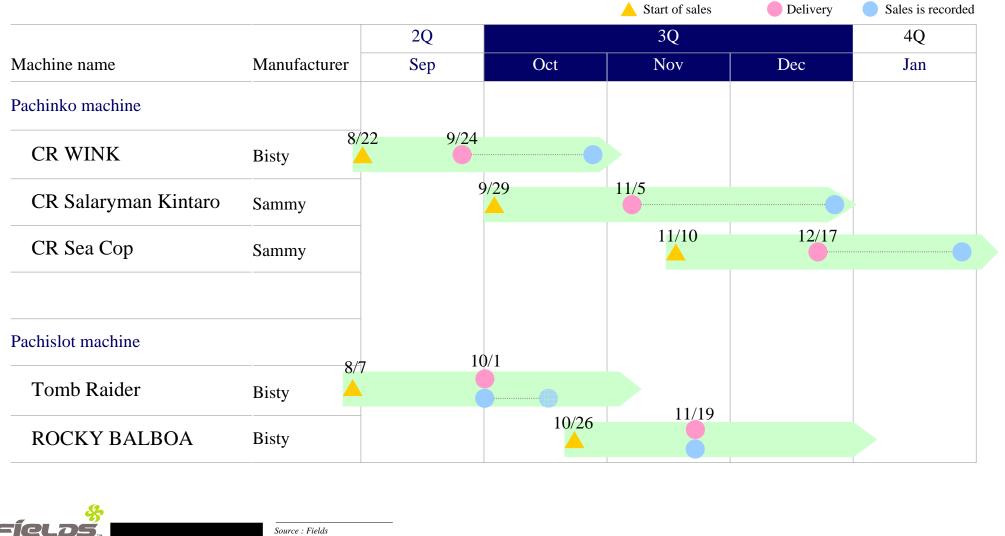
- Series type machine utilizing large merchandising rights is to be sold
- "Gold Olympia" machine collaborated with Olympia is to be sold
- Additional machines to the original plan are planned

### ■ Pachislot machine sales business

- In preparation for the coming machine replacement demand, sales will be focused on machines
   adapted to the new rule in the 2nd half
- Sufficient supply capability of machines adapted to the new rule owing to the cooperation with three manufacturer



## **Schedule of Sale of Machine after 3Q**





### Game Field

## Year ending March 2007 Outlook & Interim Summary

### ■ D3 Inc. aggressively markets global contents

- Good sales of game software of "Flushed Away" film released in 3,700 screens in USA (580 thousand in USA and 395 thousand in Europe is planed)
- Good sales of "NARUTO" series. Full year sales plan is 886 thousand with another title to be sold in the 2nd half
- Full price title for Xbox360 is to be sold with the acceleration of multi-platform (EARTH DEFENCE FORCES 3, One-Chambara)
- Focus on high profitable mobile business
- Full price software "dark Sector" (under development, to be sold in Autumn 2007) made the cover of worldwide game magazine "GAME INFORMER", sales is expected in next fiscal year.

### ■thinkArts Co., Ltd

Order of image software development from Fields (Full-blown profit is expected after next fiscal year)



## Other Field

## Year ending March 2007 Outlook & Interim Summary

### ■ Japan Sports Marketing, Inc.

- Business promotion and expansion of athletes management and rights management
- Program enrichment of "TOTAL Workout" to increase membership and rate of repeat use

### Fields Pictures corporation

- Investments in production committee of film and cartoon are planned
- Investment return is expected in earnest after the year ending March 31, 2009







## **Introduction of "WE LOVE Pachislot Campaign"**

## Objective

- Boost and activation of pachislot market
- Development and activation of pachislot potential customers
- Conveyance of amusement of new pachislot machines to all potential pachinko participants

### Outline

- Title is "WE LOVE Pachislot Campaign" (http://www.fields.biz/tr/)
- Connected with promotion of our pachislot machine
- Large scale open prize contest using various media such as TV, newspaper, magazine, and internet
   (Application through exclusive use postcard installed at pachinko halls, WEB site, mobile site)
- Weekly fancy presents (high class SUV, TV, accessories, and ticket for K-1 matches • )

### Period

To be continuously operated after Oct 2006
 (The second version in operation)



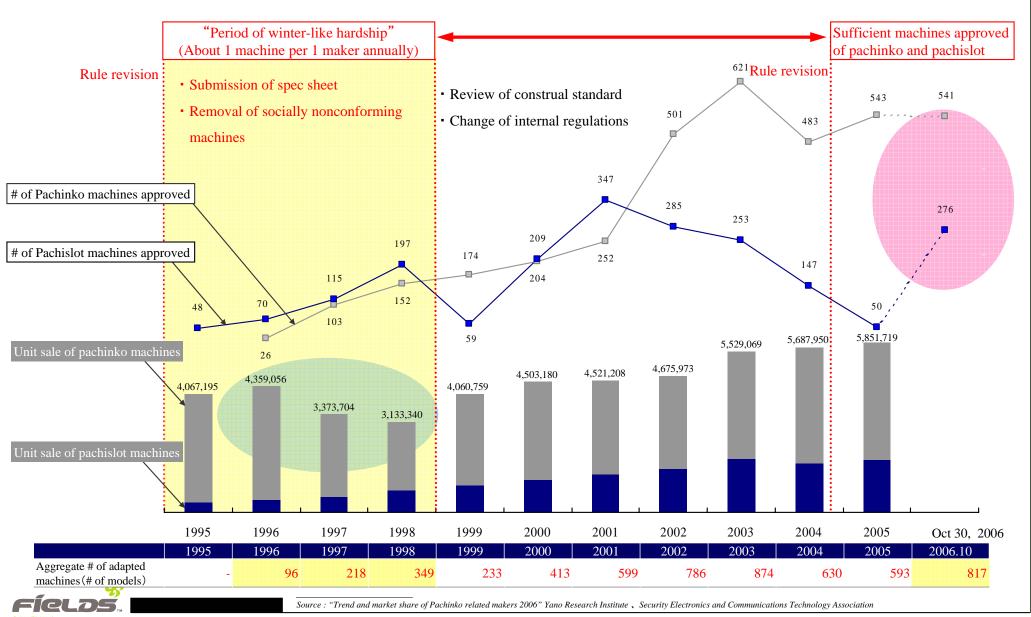


<Special WEB site>

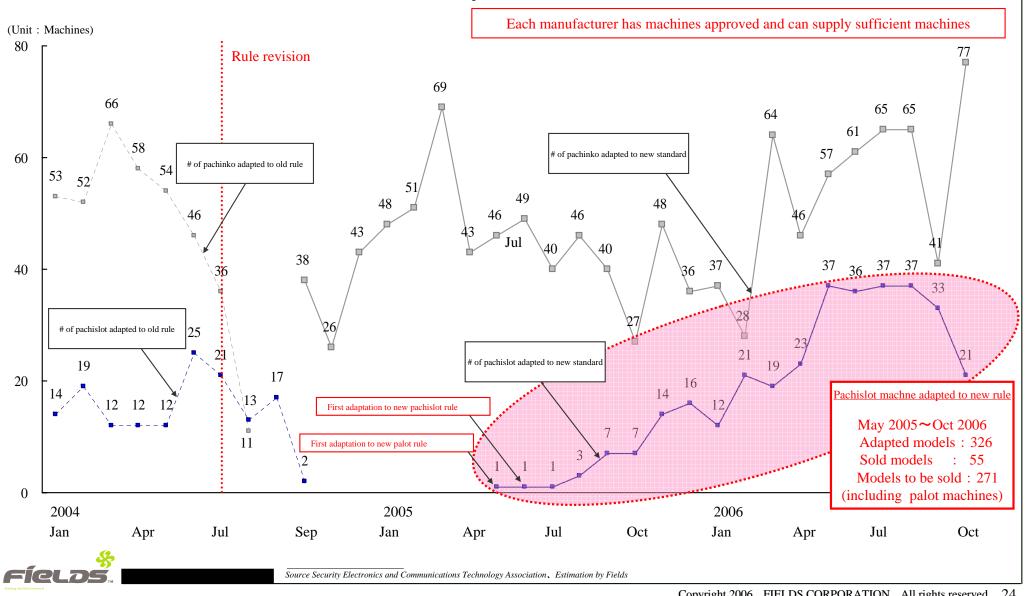
<Prize contest Scene >



# Influence of Rule Revision in 1995 and 2004 on Machine Approved



# Number of Machines Approved after Rule Revision of Pachislot **Machines in July 2004**





Appendix I



## PS Field - Year ending March 2007 Interim Sold Machine Name

### Pachinko Machine Name

#### Machine name



#### ■ CR Neon Genesis Evangelion: Second Impact

• Evolutionary sequel to "CR Neon Genesis Evangelion" (cumulative sales of 120,000 units), offering an even more dynamic expression of the world of "Neon Genesis Evangelion"

@GAINAX/Project Eva. · TV Tokyo



#### ■ CR Gamera Extreme Battle

- It features characters from "Gamera", the SFX monster film
- It also features "Gamera Chance", a scoring system that combines the 7-type and and the wing-type formats.

©Kadokawa Pictures ©1995 Kadokawa Pictures NH ©1996 Kadokawa Pictures NHFN ©1999 Kadokawa Pictures TNHN ©Sammy



#### ■CR Shin Sangoku Musou

- It features characters from the home video game "Shin Sangoku Musou 2". developed by Koei Co., Ltd.
- It transplants the world where heroes battle supremacy over the land



#### ■ CR Otoko Ippiki Gaki Daisho

- It features characters from the comic "Otoko Ippiki Gaki Daisho" by popular manga artist Hiroshi Motomiya
- The rule of the game couldn't be simpler: win the fight or lose it. Players can enjoy non-stop action as the characters clash in a series of powerful fight scenes



#### CR Ava Matsuura

- It features Aya Matsuura nicknamed "Ayaya" as main character
- · A fantastic adventure story unfolds on the screen as Matsuura blasts into orbit with her sight set on becoming the top space idol

### Pachislot Machine Name

#### Machine name



#### Ore No Sora

- It boasts 20-inch "doughnut vision"
- Featuring the characters made famous in Hiroshi Motomiya's manga of the same name. With the greatest number of special effects and features ever put into a machine by Rodeo and the *Ore* Time (My Time) effect, which raises the level of expectation to a fever-high pitch

©Hiroshi Motomiya/Shueisha/FIELDS ©Sammy ©RODEO



#### LOONEY TUNES: BACK IN ACTION (New regulation No. 5 machine)

- The first full-scale collaboration between Fields and Olympia
- The birth of "GOLD OLYMPIA" brand
- Cute and spirited characters such as Bugs Bunny are appearing on the screen



#### ■ King of Mouse

- Story in the motif of adventure and battle of mouse and its companion
- Machine type fully satisfying to Pachislot fan



#### ■ Lord of the Rings( New regulation No. 5 machine )

- It boasts the Bisty's first-ever 15-inch full-scale liquid crystal display screen
- It recreates realistic actions spilling over from the big screen and dramatic tale, making them feel as if they are in a movie theatre

@MMV New Line Productions. Inc. All Rights Reserved, "The Lord of the Rings; The Return of the King," and the pames of the characters, items, events and places therein are trademarks of 1 the SairJ. Accepted Company of the All Jacobs.



#### ■ Tomb Raider

- Launched as a game software and sold more than 30 million units worldwide. It features movie characters from "Tomb Raider"
- It recreates the thrilling adventures worldwide

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# **Corporate Profile**

## Corporate Data

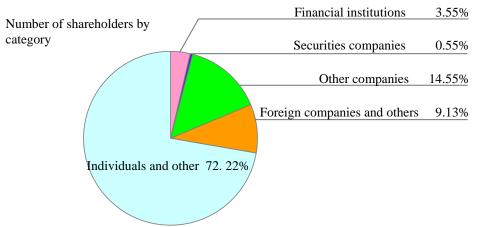
( As of September 30, 2006 )

| Company name              | FIELDS CORPORATION<br>http://www.fields.biz/                                                                                                                                                                                                                                                                                    |
|---------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Establishment             | June 1998 (Started business as TOYO Shoji Corporation in 1983)                                                                                                                                                                                                                                                                  |
| Head office address       | E Space Tower 12F, 3-6, Maruyama-cho, Shibuya-ku, Tokyo 150-0044 Japan                                                                                                                                                                                                                                                          |
| Paid-in capital           | ¥7,948.03 billion                                                                                                                                                                                                                                                                                                               |
| Stock information         | Total outstanding shares: 347,000 shares                                                                                                                                                                                                                                                                                        |
| Market                    | JASDAQ 2767                                                                                                                                                                                                                                                                                                                     |
| Number of employees       | 745 (non-consolidated) 1,037(consolidated)                                                                                                                                                                                                                                                                                      |
| Main business activities  | Planning, development, and sales of Pachinko/Pachislot machines                                                                                                                                                                                                                                                                 |
| Branch offices            | Sapporo, Aomori, Sendai, Koriyama, Niigata, Takasaki, Tsukuba, Utsunomiya, Saitama, Chiba, Tokyo, Western-Tokyo, Yokohama, Shizuoka, Nagoya, Nagano, Aichi, Mie, Kanazawa, Kyoto, Osaka, Kobe, Hiroshima, Okayama, Yamaguchi, Matsuyama, Fukuoka, Saga, Kagoshima, <u>Kumamoto</u> (opened in April 2006) (30 bases nationwide) |
| Consolidated subsidiaries | <ul> <li>Japan Sports Marketing, INC.</li> <li>Fields Jr. Corporation</li> <li>White Trash Charms Japan Co., Ltd.</li> <li>Digital Lord Corporation</li> <li>D3 Inc. *, other 7companies</li> </ul>                                                                                                                             |
| Equity method companies   | •RODEO Co., Ltd. •Kadokawa Haruki Corporation                                                                                                                                                                                                                                                                                   |

## **Principal Shareholders**

( As of September 30, 2006 )

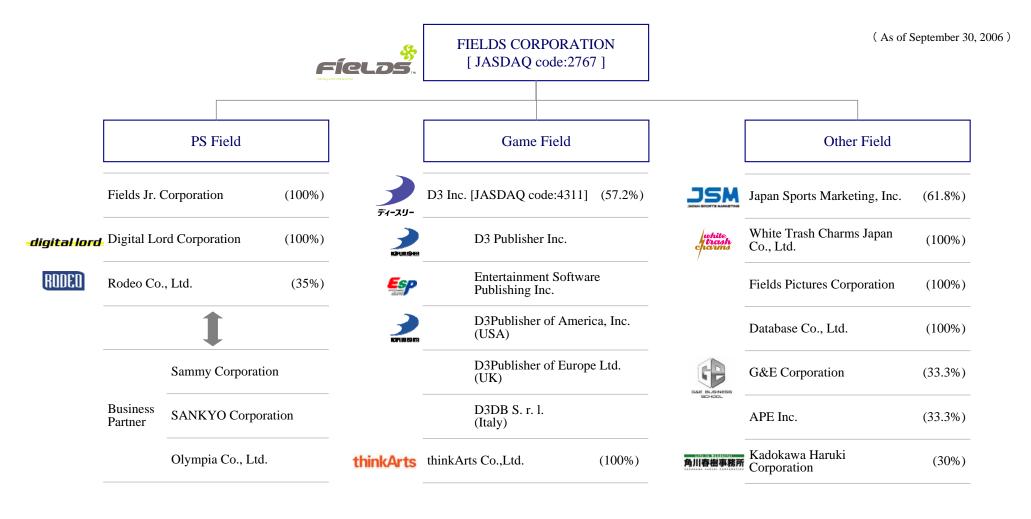
| Name of shareholders                | Number of shares held | Percentage of outstanding shares owned |
|-------------------------------------|-----------------------|----------------------------------------|
| Hidetoshi Yamamoto                  | 112,200               | 32.33%                                 |
| Takashi Yamamoto                    | 40,000                | 11.53%                                 |
| Yoko Yamamoto                       | 35,000                | 10.09%                                 |
| Sammy Corporation                   | 27,500                | 7.93%                                  |
| Mint Co.                            | 16,000                | 4.61%                                  |
| Morgan Stanley & Co. Inc.           | 5,223                 | 1.51%                                  |
| Yuki Yamamoto                       | 5,000                 | 1.44%                                  |
| Japan Trsustee Services Bank, Ltd.  | 4,614                 | 1.33%                                  |
| CMBLSA Re Mutual Fund               | 4,441                 | 1.28%                                  |
| Trust & Custody Services Bank, Ltd. | 2,990                 | 0.86%                                  |







## **Group Structure**





## **Introduction of Affiliate Companies**

PS Field

## **Digital Lord Corporation**

digital lord



■ Involved in the planning and development of image software essential to the Pachinko/Pachislot business as well as planning and brand management for the merchandizing business of copyrighted characters. The company applies this expertise in the pachinko, pachislot, and various merchandizing business, to create new image software and characters.

## Fields Jr. Corporation



■ Registers and manages approximately 1,200 college students across Japan who are involved in the delivery and installation of pachinko/pachislot machines. Also conducts nationwide marketing research for 16,000 pachinko halls and collects information on the types of machines installed in halls and the status of hall customers. This information is utilized in the planning and development of new machines.

### Rodeo Co., Ltd.





Our company acquired capital in Rodeo Co., Ltd., which is one of the group companies of Sammy Corporation, the top manufacturer of pachislot machines, and became Rodeo Co., Ltd's sole distributor.

The Sammy Group has strong product development capabilities and we are promoting collaboration with the Group taking advantage of the synergy between our major product merchandizing rights and their product development capabilities.

http://www.rodeo.ne.jp/

■ Game Field

D3 Inc.





■ In March 2005, D3 PUBLISHER Inc., a game publisher, was consolidated into a subsidiary to develop various contents in view of the game market in the world.

This consolidation enables us to enhance business such as promoting the acquisition of copyrights in the U.S. and European markets as a content provider through planning, developing and selling game software in a more timely manner in close collaboration with other Fields Group companies. \*In April 2006, D3 Group shifted to a holding company system composed of D3, Inc. that is a holding company, D3 Publisher Inc. in Japan, D3Publisher of America, Inc and D3Publisher of Europe LTD that are operating companies.

| ■D3 group | CODE                                   | 4311:JASDAQ | http://www.d3i.co.jp/ |  |  |  |  |  |  |  |
|-----------|----------------------------------------|-------------|-----------------------|--|--|--|--|--|--|--|
| D3 Inc.   |                                        |             |                       |  |  |  |  |  |  |  |
| •         | D3 Publisher Inc.                      |             |                       |  |  |  |  |  |  |  |
| Esp       | Entertainment Software Publishing Inc. |             |                       |  |  |  |  |  |  |  |
| waren -   | D3Publisher of America, Inc. (USA)     | )           |                       |  |  |  |  |  |  |  |
|           | D3Publisher of Europe Ltd. (UK)        |             |                       |  |  |  |  |  |  |  |
| _         | D3DB S. r. l. (Italy)                  |             |                       |  |  |  |  |  |  |  |
|           |                                        |             |                       |  |  |  |  |  |  |  |

## thinkArts Co., Ltd



Our company newly consolidated thinkArts Co., Ltd., which is engaged in the development of image software for Pachinko/Pachislot and game software.

We steadily build structure to to create high-value digital contents with Digital Lord Corporation. http://www.thinkarts.ip/



## **Introduction of Affiliate Companies (Continued)**

Other Field

## Japan Sports Marketing, Inc.



■ Established in October 2005 through the merger of J. Sakazaki Marketing Inc., which became a consolidated subsidiary in July 2005, Professional Management Co., Ltd. and Total Workout Corporation.

Involved in the wide range of sports entertainment business such as planning and organizing of sports events, TV rights distribution and gym operation.

http://www.jsm.jp

## White Trash Charms Japan Co., Ltd.



■ A fashion accessories brand that originated on the West Coast of the U.S. and is widely cherished by many fashion leaders, including Hollywood stars, artists, and stylists. Started import sales in April, 2002 in Japan and opened a directly managed shop in Roppongi Hills in April 2003. Plans are underway for expanding its product lineup.



http://www.whitetrashcharmsjapan.com

## Fields Pictures corporation

contents

■ Established to create powerful contents such as film and cartoon. Aiming to produce primary digital contents for multi-use including pachinko, pachislot and game.

## **G&E** Corporation



■G & E Corporation is a joint venture formed by SANKYO Co., Ltd., Sammy Corporation, and Fields Corporation, and the industry's as well as Japan's first personnel training school for general entertainment firms.



In this school, students can systematically learn basic knowledge about the industry, develop business skills, and acquire the industry's cutting-edge technologies and knowledge. Also, this school open up career opportunities for students in the shareholding companies as well as in the entertainment industry after their graduation. http://www.g-e.jp/

## Kadokawa Haruki Corporation



■ Haruki Kadokawa is a well-known pioneer in the media mix strategy that provides content across a broad range of areas, such as publishing, movies, and music. Kadokawa Haruki Corporation has established a unique position in the publishing industry by appointing him as a special adviser to the company, and by making efforts to develop genres, such as science fiction, suspense, mystery, horror, hard-boiled, and historical novels, breaking fresh ground in each genre.

Through collaboration with Kadokawa Haruki Corporation, our company jointly promotes business of the multiple-use content owned by Kadokawa Haruki Corporation and also creates primary content and characters using their capabilities of developing various content, aiming to depart from the current secondary-use based content provider business.

http://www.kadokawaharuki.co.jp/



# **Financial Highlights**

| Key financial data (Thousand of JPY)           | 1999.3     | 2000.3     | 2001.3     | 2002.3     | 2003.3(consolidated) | 2004.3(consolidated) | 2005.3(consolidated) | 2006.3(consolidated) | Interim(2007.3<br>Interim(consolidated) |
|------------------------------------------------|------------|------------|------------|------------|----------------------|----------------------|----------------------|----------------------|-----------------------------------------|
| Net sales                                      | 11,811,500 | 10,017,585 | 11,496,060 | 34,560,468 | 61,888,832           | 66,211,589           | 81,658,011           | 96,814,364           | 47,122,183                              |
| Operating income                               | 138,791    | 768,876    | 1,700,893  | 5,730,688  | 6,781,196            | 11,866,578           | 12,097,224           | 12,348,156           | 4,720,564                               |
| Ordinary income                                | 107,358    | 726,910    | 1,681,106  | 5,664,866  | 7,022,048            | 12,209,509           | 12,480,571           | 13,127,685           | 4,980,682                               |
| Net income                                     | 34,842     | 262,168    | 583,081    | 3,041,486  | 3,524,372            | 6,620,253            | 6,926,791            | 7,085,994            | 2,225,661                               |
| Paid-in capital                                | 10,000     | 10,000     | 116,000    | 530,500    | 1,295,500            | 1,295,500            | 7,948,036            | 7,948,036            | 7,948,036                               |
| Shareholders' equity                           | 23,938     | 286,107    | 1,069,803  | 3,883,201  | 8,752,797            | 14,507,820           | 33,426,273           | 39,411,552           | 42,196,331                              |
| Total assets                                   | 5,388,131  | 6,199,947  | 6,211,821  | 18,631,438 | 17,090,435           | 37,115,839           | 72,584,547           | 87,556,534           | 69,795,303                              |
| Cash flows from Operating activities           | _          | _          | 1,105,738  | 4,525,559  | 3,316,128            | 851,192              | 2,965,857            | 6,164,786            | 2,316,755                               |
| Cash flows from Investing activities           | _          | _          | 269,440    | (724,077)  | (2,253,217)          | (3,190,193)          | (5,257,154)          | (2,224,610)          | (1,528,289)                             |
| Cash flows from Financial activities           | _          | _          | ( 920,780) | 2,004,198  | (2,454,804)          | 2,029,999            | 10,177,881           | (1,540,544)          | 1,992,541                               |
| Cash and cash equivalents at end of the period | _          | _          | 1,414,660  | 6,857,525  | 5,739,061            | 5,437,758            | 13,326,256           | 15,777,313           | 18,567,634                              |

| Indicators per share (Single of JPY)         | 1999.3  | 2000.3    | 2001.3    | 2002.3                                                    | 2003.3(consolidated) | 2004.3(consolidated)                                        | 2005.3(consolidated)     | 2006.3(consolidated)               | Interim(2007.3idated) |
|----------------------------------------------|---------|-----------|-----------|-----------------------------------------------------------|----------------------|-------------------------------------------------------------|--------------------------|------------------------------------|-----------------------|
| Shareholders' equity per share               | 119,690 | 1,430,535 | 461,122   | 1,325,324                                                 | 268,600              | 89,305                                                      | 96,026                   | 113,275                            | 121,603               |
| Annual dividend per share (non-consolidated) | _       | _         | 15,000    | Old shares 100,000  New shares 27,398  2nd new shares 548 | 10,000               | 24,000 • Memorial 10,000 • Interim 10,000 • Full year 4,000 | 4,000<br>• Interim 2,000 | • Interim 2,000<br>Full year 2,000 | • Interim 2,000       |
| Net income per share                         | 174,211 | 1,310,844 | 2,075,024 | 1,275,256                                                 | 117,233              | 40,465                                                      | 19,888                   | 20,118                             | 6,414                 |

| Management indicators (Unit: %)                                   | 1999.3 | 2000.3 | 2001.3 | 2002.3 | 2003.3(consolidated) | 2004.3(consolidated) | 2005.3(consolidated) | 2006.3(consolidated) | Interim(2007.3<br>Interim(consolidated) |
|-------------------------------------------------------------------|--------|--------|--------|--------|----------------------|----------------------|----------------------|----------------------|-----------------------------------------|
| Shareholders' equity ratio                                        | 0.4    | 4.6    | 17.2   | 20.8   | 51.2                 | 39.1                 | 46.0                 | 45.0                 | 58.2                                    |
| Return on equity                                                  | 534.6  | 169.1  | 86.0   | 122.8  | 55.9                 | 56.9                 | 28.9                 | 19.5                 | 5.56                                    |
| Return on assets                                                  | 2.2    | 12.6   | 27.1   | 45.6   | 39.3                 | 45.1                 | 22.8                 | 16.4                 | 6.33                                    |
| Dividend as percentage of Shareholders' equity (non-consolidated) | _      | _      | 6.0    | 7.8    | 7.9                  | *20.1                | 20.7                 | 20.3                 | -                                       |

\*Dividend as percentage of shareholders' equity in 2004.3 is calculated including memorial dividend

| Others                   | 1999.3 | 2000.3 | 2001.3 | 2002.3 | 2003.3(consolidated) | 2004.3(consolidated) | 2005.3(consolidated) | 2006.3(consolidated) | Interim(2007.3<br>Interim(consolidated) |
|--------------------------|--------|--------|--------|--------|----------------------|----------------------|----------------------|----------------------|-----------------------------------------|
| Total outstanding shares | 200    | 200    | 2,320  | 2,930  | 32,300               | 161,500              | 347,000              | 347,000              | 347,000                                 |
| Employees (persons)      | 166    | 210    | 319    | 323    | 460                  | 651                  | 758                  | 901                  | 1,037                                   |

October, 2002 10-for-1 stock split



<sup>•</sup> November, 2003 5-for-1 stock split • September, 2004 2-for-1 stock split • Consolidated from 2003.3

# PS field - Pachinko/Pachislot Machine Sales History

|                              |                     |                                |                                |                  |                      |                          |                   |                      |                          |                   |                      |                          |                   |                      |                          | (Ollit.iviacililles)     |                  |                   |  |  |  |  |
|------------------------------|---------------------|--------------------------------|--------------------------------|------------------|----------------------|--------------------------|-------------------|----------------------|--------------------------|-------------------|----------------------|--------------------------|-------------------|----------------------|--------------------------|--------------------------|------------------|-------------------|--|--|--|--|
|                              |                     | Year<br>ended<br>March<br>2001 | Year<br>ended<br>March<br>2002 |                  |                      | Year ended<br>March 2003 |                   |                      | Year ended<br>Iarch 2004 |                   |                      | Year ended<br>Iarch 2005 | 05 March 200      |                      | Year ended<br>Aarch 2006 |                          |                  |                   |  |  |  |  |
|                              |                     | Full year                      | Full year                      | 1st Half         | 2 <sup>nd</sup> Half | Full year                | 1st Half          | 2 <sup>nd</sup> Half | Full year                | 1st Half          | 2 <sup>nd</sup> Half | Full year                | 1st Half          | 2 <sup>nd</sup> Half | Full year                | 1Q                       | 2Q               | 1st Half          |  |  |  |  |
| Unit sales of machines       |                     | 166,339                        | 222,660                        | 133,448          | 126,365              | 259,813                  | 153,254           | 170,683              | 323,937                  | 168,707           | 305,337              | 474,044                  | 159,387           | 384,934              | 544,321                  | 124,274                  | 105,533          | 229,807           |  |  |  |  |
| Pachinko/Pachislot sales mix | x                   |                                |                                |                  |                      |                          |                   |                      |                          |                   |                      |                          |                   |                      |                          |                          |                  |                   |  |  |  |  |
| Pachinko machine             | Unit<br>Composition | 95,631<br>57.5%                | 62,809<br>28.20%               | 34,823<br>26.09% | 43,876<br>34.72%     | 78,699<br>30.29%         | 42,575<br>27.78%  | ,                    | 145,031<br>44.77%        |                   | 190,943<br>62.54%    | <i>'</i>                 | 74,344<br>46. 64% | 255,317<br>66.33%    | <u> </u>                 | 65,637<br>52.82%         |                  | 123,271<br>53.64% |  |  |  |  |
| Pachislot machine            | Unit<br>Composition | 70,708<br>42.5%                | ,                              | 98,625<br>73.91% | 82,489<br>65.28%     | 181,114<br>69.71%        | 110,679<br>72.22% | 68,227<br>39.97%     |                          | · · ·             | 114,394<br>37.46%    | 191,944<br>40.49%        |                   | 129,617<br>33.67%    | · · · · · · · ·          | 58,637<br>47.18%         | .,               | 106,536<br>46.36% |  |  |  |  |
|                              |                     |                                |                                |                  |                      |                          |                   |                      |                          |                   |                      |                          |                   |                      |                          |                          |                  |                   |  |  |  |  |
| Agency/Distribution sales m  | ix                  |                                |                                |                  |                      |                          |                   |                      |                          |                   |                      |                          |                   |                      |                          |                          |                  |                   |  |  |  |  |
| Agency sales                 | Unit<br>Composition | 164,705<br>99.01%              | · ·                            | 36,840<br>27.61% | 46,569<br>36.85%     | 83,409<br>32.11%         | 45,892<br>29.95%  |                      | ,                        | · · ·             | 194,221<br>63.61%    | 286,805<br>60.50%        | ,                 | 273,980<br>71.18%    | <u> </u>                 | 67,938<br>54.67 <b>%</b> | · ·              | 127,081<br>55.30% |  |  |  |  |
| Distribution sales           | Unit<br>Composition | 1,634<br>0.99%                 | 71,237<br>31.99%               | 96,608<br>72.39% | 79,796<br>63.15%     | 176,404<br>67.89%        |                   | 64,965<br>38.04%     | 172,327<br>53.19%        | 76,123<br>45.13%  | 111,116<br>36.39%    | 187,239<br>39.50%        | 77,235<br>48.46%  | 110,954<br>28.82%    | 188,189<br>34.57%        | 56,336<br>45.33%         | · ·              | 102,726<br>44.70% |  |  |  |  |
|                              |                     |                                |                                |                  |                      |                          |                   |                      |                          |                   |                      |                          |                   |                      |                          |                          |                  |                   |  |  |  |  |
| Direct/Indirect mix          |                     |                                |                                |                  |                      |                          |                   |                      |                          |                   |                      |                          |                   |                      |                          |                          |                  |                   |  |  |  |  |
| Direct sales                 | Unit<br>Composition | 77,268<br>46.45%               | · ·                            | 79,859<br>59.84% | 82,989<br>65.67%     | 162,848<br>62.78%        | 98,305<br>64.15%  | 128,291<br>75.16%    | 226,596<br>69.95%        | 123,338<br>73.10% | 239,310<br>78.38%    | 362,648<br>76.50%        | ,                 | 291,982<br>75.85%    | 404,899<br>74.39%        | 88,448<br>71.17%         | · ·              | 167,788<br>73.01% |  |  |  |  |
| Indirect sales               | Unit<br>Composition | 89,071<br>53.55%               | 93,640<br>42.06%               | 53,589<br>40.16% | 43,376<br>34.33%     | 96,965<br>37.32%         | 54,949<br>35.85%  | 42,392<br>24.84%     | 97,341<br>30.05%         | 45,369<br>26.90%  | 66,027<br>21.62%     | 111,396<br>23.50%        | 46,470<br>29.16%  | - ,                  |                          | 35,826<br>28.83%         | 26,193<br>24.82% | 62,019<br>26.99%  |  |  |  |  |
|                              |                     |                                |                                |                  |                      |                          |                   |                      |                          |                   |                      |                          |                   |                      |                          |                          |                  |                   |  |  |  |  |



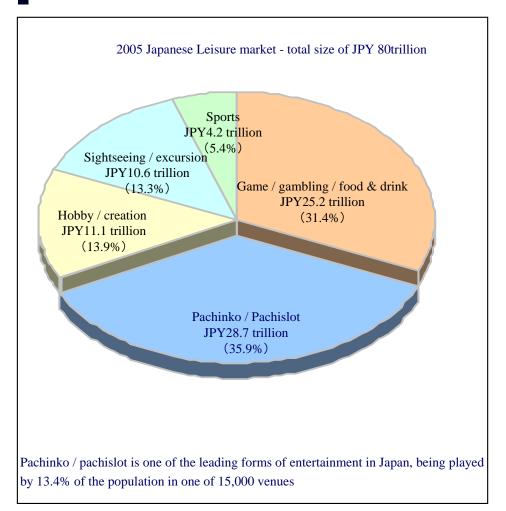


Appendix II



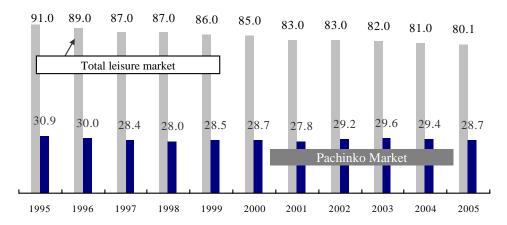
## **Japanese Leisure Market**

### Market Scale of Pachinko / Pachislot Industry



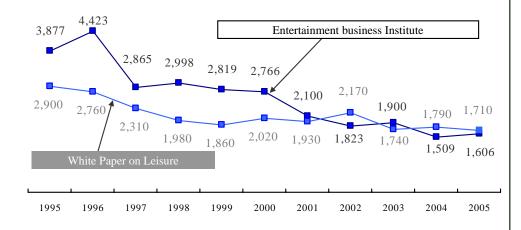
## Changes in Pachinko Market

(trillion yen)



## Changes in Number of Pachinko Players

(10,000 people)





Source: "White Paper on Leisure 2006" by Central Research Service, Inc., "Pachinko Participation Fact-Finding Survey" by Entertainment business Institute

# Market Scale of Pachinko/Pachislot Industry(2005)

## Income Structure of Pachinko Halls

Scale of the pachinko/pachislot market: \(\frac{2}{2}8.7\) trillion (Total lease amount of pachinko balls)

Premiums: ¥26.0 trillion

Gross profit: ¥2. 7 trillion

### Gross profit: ¥2.7 trillion

New machine installment costs (purchase amount of new machines) Investment for customer expansion

- Pachinko machine: ¥867.2 billion
- Pachislot machine: ¥543.0 billion
- ■Costs for constructing new halls and refurbishing existing halls
- ■Advertisement, marketing and after-service expenses
- ■Related equipment expenses
- ■Other expenses
- ■Net income



Pachinko/pachislot machine market: approximately ¥1,410.2 billion



## Players in the Pachinko/Pachislot Industry

### **Players**

#### **Machine manufacturers**

- 27 pachinko machine manufacturers
- Over 60 pachislot machine manufacturers
- Regulated



40% for pachinko and 20% for Pachislot

### **Pachinko Hall Operators**

- Around 15,165 in Japan
- Neighbourhood based
- Large number of small owner operators but some significant chains
- Constant need to attract and retain players
- "Fickle' client base
- High machine turnover (every 12 months)
- On average, each machine pays for itself in c. 3-6 weeks
- Regulated



### **Distributors**

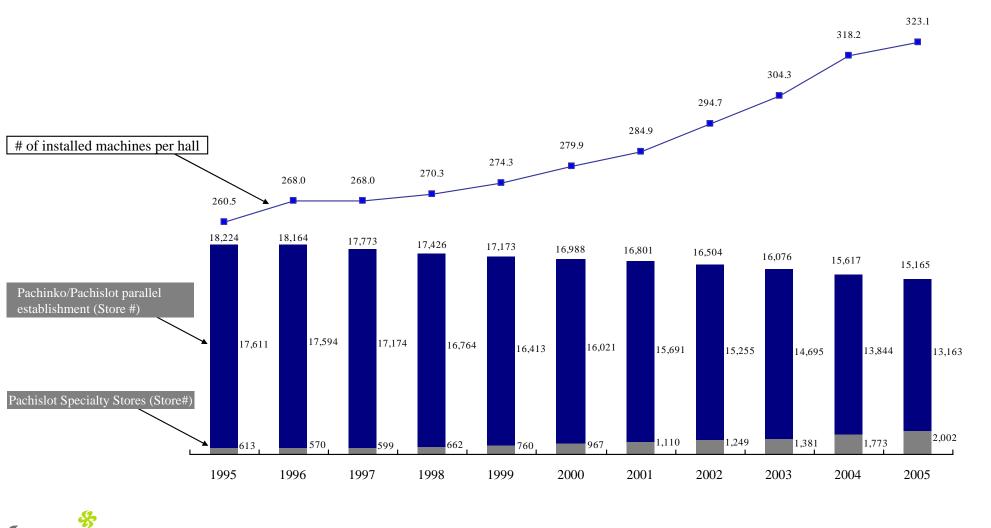
- ■Usually paid via a commission from manufacturers but may also have a resale model for pachislot
- Network of salesmen
- ■Not directly regulated



60% for pachinko and 80% for Pachislot



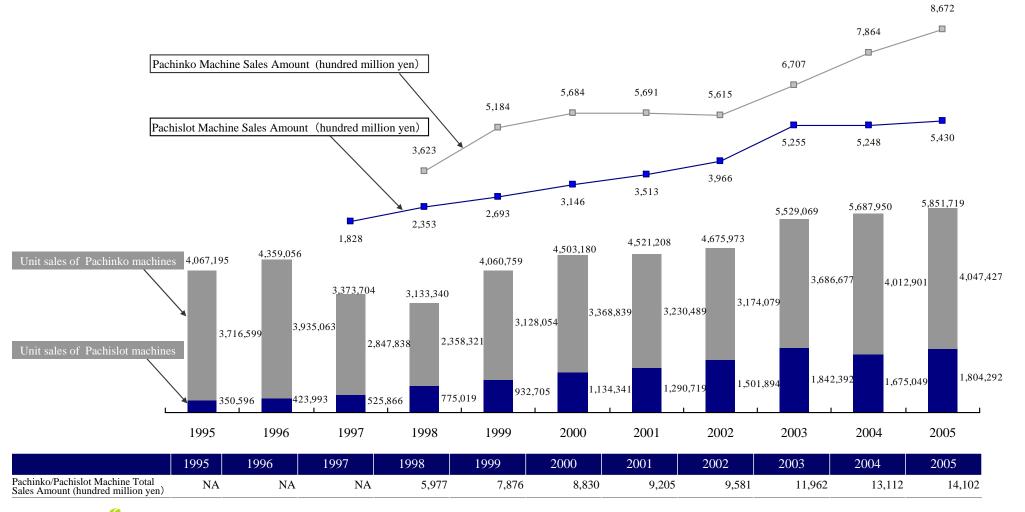
## **Number of Pachinko Halls and Installed Machines Per Hall**





Source: "Trend and market share of Pachinko related makers 2006" by Yano Research Institute

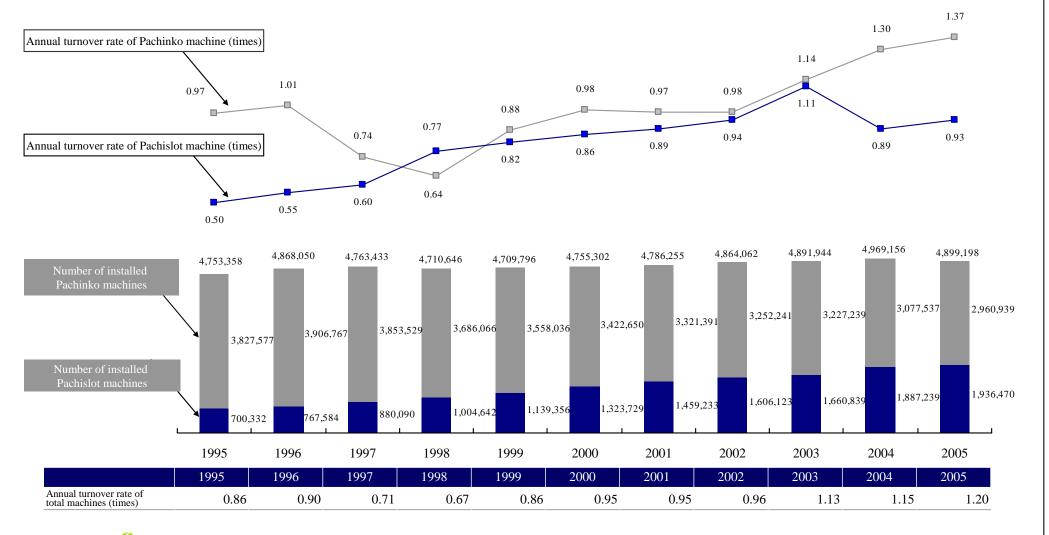
## **Unit Sales and Sales Amount of Pachinko/Pachislot Machines**





Source: "Trend and market share of Pachinko related makers 2006" by Yano Research Institute

## Number of Installed Pachinko/Pachislot Machines and **Annual Turnover Rate**





## **Market Share by Manufacturers**

## Unit Sales Share - Pachinko Machine

|         | 2000           |              | 2001           |              | 2002           |              | 20             | 03           | 20             | 04           | 2005         |              |
|---------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|--------------|--------------|
| Ranking | Manufacturer   | Market share | Manufacturer | Market share |
| 1       | SANKYO         | 18.6%        | Sanyo          | 18.9%        | Sanyo          | 16.4%        | Sanyo          | 25.2%        | Sanyo          | 22.9%        | Sanyo        | 24.7%        |
| 2       | Sanyo          | 15.1%        | SANKYO         | 17.3%        | SANKYO         | 14.8%        | SANKYO         | 16.4%        | SANKYO         | 21.1%        | SANKYO       | 18.2%        |
| 3       | Heiwa          | 11.7%        | Heiwa          | 10.8%        | Heiwa          | 10.0%        | Daiichi Shokai | 9.5%         | * Heiwa        | 8.7%         | Kyoraku      | 9.6%         |
| 4       | Daiichi Shokai | 7.4%         | Daiichi Shokai | 10.3%        | Daiichi Shokai | 8.1%         | Heiwa          | 7.1%         | Daiichi Shokai | 7.6%         | Newgin       | 7.9%         |
| 5       | Sofia          | 5.9%         | Kyoraku        | 7.6%         | Kyoraku        | 7.9%         | Sammy          | 6.7%         | Newgin         | 6.9%         | Sammy        | 7.1%         |

<sup>\*</sup>The number of sales of Heiwa in FY2004 is converted for 15 months for the accounting period change.

## Unit Sales Share - Pachislot Machine

|         | 2000         |              | 2001         |              | 2002         |              | 2003         |              | 2004         |              | 2005         |              |
|---------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Ranking | Manufacturer | Market share |
| 1       | Aruze        | 36.2%        | Sammy        | 32.8%        | Sammy        | 31.1%        | Sammy        | 32.1%        | Sammy        | 40.4%        | Sammy        | 33.6%        |
| 2       | Yamasa       | 17.6%        | Yamasa       | 17.8%        | Yamasa       | 20.4%        | Olympia      | 18.5%        | Olympia      | 16.4%        | Daito giken  | 13.0%        |
| 3       | Sammy        | 13.5%        | Aruze        | 16.1%        | Aruze        | 19.8%        | Aruze        | 13.6%        | Yamasa       | 8.9%         | Olympia      | 10.3%        |
| 4       | Olympia      | 8.8%         | Olympia      | 8.5%         | Olympia      | 11.7%        | Yamasa       | 11.9%        | Daito giken  | 7.8%         | Yamasa       | 8.3%         |
| 5       | Net          | 4.4%         | Pioneer      | 5.0%         | Pioneer      | 3.3%         | Daito giken  | 4.8%         | Aruze        | 4.6%         | SANKYO       | 6.1%         |

<sup>\*</sup>Sammy sales includes Rodeo

<sup>\*</sup>Olympia sales includes Heiwa



<sup>\*</sup>Sankyo sales includes Bisty

<sup>\*</sup>Sankyo sales includes Bisty

<sup>\*</sup>Aruze sales includes Eleco, Mizuho and Macy

## **Disclaimer**

Statements in these materials concerning plans, strategies, forecasts and other items that are not historical facts, including corporate risks and uncertainties, cannot be guaranteed.

Risks and uncertainties include, but are not limited to, economic conditions, the competitive environment and products supplied by Fields, all chiefly involving the company's core pachinko / pachislot business domain.

