



Financial Highlights for Full Fiscal Year Ending March 31, 2018



Changes in business results

		FY2013	FY2014	FY2015	FY2016	FY2017	notes
Net sales	¥million	206,867	217,232	187,274	174,059	197,607	
Operating profit	¥million	3,888	5,056	3,450	3,698	4,806	
Ordinary profit	¥million	3,917	5,124	3,497	3,479	4,701	
Profit attributable to owners of parent	¥million	2,466	4,049	2,359	2,040	4,031	
Comprehensive income	¥million	2,654	4,349	2,328	2,559	5,043	
Net assets	¥million	25,694	29,580	31,355	32,311	36,698	
Total assets	¥million	53,879	59,893	56,793	61,337	75,323	FY2017 Total assets include ¥13 billion for Seikodo Marketing Co., Ltd.
Net assets per share	¥	1,128.25	1,293.00	1,364.82	1,464.82	1,659.28	
Earnings per share	¥	109.40	178.91	104.06	92.32	185.31	
Dividends per share (Interim dividends)	¥	24.75 (11.25)	28.50 (13.50)	30.00 (15.00)	35.00 (15.00)	40.00 (15.00)	FY2017 Dividends include a special dividends of ¥10 per share.
No. of employees	people	972	933	883	843	964	FY2017 No. of employees include 134 people for Seikodo Marketing Co., Ltd.

Notes: 1. Consolidated sales figures do not include consumption tax.

2. In December 2015, creates capital and business alliance with BROCCOLI Co., Ltd. (now an affiliated company accounted for by the equity-method)

3. FY2016 dividends include a commemorative dividends of ¥5 per share.

4. In March 2018, Seikodo Marketing Co., Ltd. joined Happinet Group.

Consolidated results (1) Profit & loss statement



(millions of Yen,%)

	Full Fiscal Year 2016 (from Apr.1,2016 to Mar.31,2017)			Full Fiscal Year 2017 (from Apr.1,2017 to Mar.31,2018)		
		% of total	YoY		% of total	YoY
Net sales	174,059	100.0	-7.1	197,607	100.0	13.5
Cost of sales *	152,087	87.4	-8.0	174,726	88.4	14.9
Gross profit	21,971	12.6	-0.1	22,880	11.6	4.1
SG&A expenses	18,273	10.5	-1.5	18,074	9.1	-1.1
logistics cost	3,542	2.0	-2.9	3,634	1.8	2.6
Personnel cost	7,911	4.5	-6.4	8,096	4.1	2.3
Depreciation cost	386	0.2	13.2	302	0.2	-21.9
Amortization of goodwill	-	-	-	11	0.0	-
Operating profit	3,698	2.1	7.2	4,806	2.4	30.0
Non-operating income	70	0.0	-4.7	202	0.1	188.7
interest and dividend income	38	0.0	-16.1	64	0.0	65.9
Compensation income	-	-	-	107	0.1	-
Other	31	0.0	14.4	31	0.0	0.3
Non-operating expenses	288	0.2	985.4	308	0.2	6.8
interest expenses	0	0.0	-97.9	0	0.0	185.9
Share of loss of entities accounted for using equity method	283	0.2	-	302	0.2	6.6
Other	4	0.0	102.2	5	0.0	17.6
Ordinary profit	3,479	2.0	-0.5	4,701	2.4	35.1
Extraordinary income **	0	0.0	-99.3	1,226	0.6	-
Extraordinary losses	433	0.2	-	104	0.1	-75.9
Profit before income taxes	3,047	1.8	-13.9	5,823	2.9	91.1
Income taxes	1,006	0.6	-14.6	1,792	0.9	78.0
Profit attributable to owners of parent	2,040	1.2	-13.5	4,031	2.0	97.6

*including stock clearances of ¥1,396m in FY2016, ¥1,872m in FY2017.

**including compensation for damages (¥1,198m) from Software Research Associates, Inc..

Earnings per share (¥)	92.32	-	-11.3	185.31	-	100.7
No. of employees at end of period (people) ***	843	-	-4.5	964	-	14.4
***FY2017 No. of employees include 134 people for Seikodo Marketing Co., Ltd.						
Capital expenditures	701	-	-8.1	1,151	-	64.1

① Changes by business segment

■ Net sales

(millions of Yen,%)

Segment	Period	Full Fiscal Year 2015 (from Apr.1,2015 to Mar.31,2016)			Full Fiscal Year 2016 (from Apr.1,2016 to Mar.31,2017)			Full Fiscal Year 2017 (from Apr.1,2017 to Mar.31,2018)		
			% of total	YoY		% of total	YoY		% of total	YoY
Toy business		76,874	41.0	-17.6	73,725	42.4	-4.1	71,403	36.1	-3.2
Visual and Music business		38,367	20.5	-11.5	34,890	20.0	-9.1	42,466	21.5	21.7
Video-game business		50,009	26.7	-11.4	44,793	25.7	-10.4	63,107	31.9	40.9
Amusement business		22,023	11.8	-8.8	20,649	11.9	-6.2	20,630	10.5	-0.1
Total		187,274	100.0	-13.8	174,059	100.0	-7.1	197,607	100.0	13.5

■ Segment income

(millions of Yen,%)

Segment	Period	Full Fiscal Year 2015 (from Apr.1,2015 to Mar.31,2016)			Full Fiscal Year 2016 (from Apr.1,2016 to Mar.31,2017)			Full Fiscal Year 2017 (from Apr.1,2017 to Mar.31,2018)		
			% of total	YoY		% of total	YoY		% of total	YoY
Toy business		2,848	82.6	-33.4	3,044	82.3	6.9	2,467	51.3	-19.0
Visual and Music business		466	13.5	130.9	418	11.3	-10.4	882	18.4	110.9
Video-game business		-43	-1.3	-	384	10.4	-	1,180	24.6	207.0
Amusement business		1,652	47.9	-8.0	1,281	34.7	-22.4	1,678	34.9	31.0
Eliminations and corporate		-1,473	-42.7	-	-1,430	-38.7	-	-1,402	-29.2	-
Total		3,450	100.0	-31.8	3,698	100.0	7.2	4,806	100.0	30.0

② Main business summary

■ Toy business

(100millions of Yen,%)

Manufacturer	Full Fiscal Year 2015 (from Apr.1,2015 to Mar.31,2016)			Full Fiscal Year 2016 (from Apr.1,2016 to Mar.31,2017)			Full Fiscal Year 2017 (from Apr.1,2017 to Mar.31,2018)		
	period	% of total	YoY	% of total	YoY	% of total	YoY		
BANDAI CO.,Ltd	419	54.6	-24.2	376	51.0	-10.4	365	51.1	-3.0
TOMY COMPANY,LTD	49	6.5	20.4	70	9.6	41.6	73	10.3	4.0
Happinet originals	15	2.1	-16.3	17	2.4	10.6	16	2.3	-6.8
Other manufactures	282	36.8	-11.1	272	37.0	-3.6	259	36.3	-5.0
Total	768	100.0	-17.6	737	100.0	-4.1	714	100.0	-3.2

■ Visual and Music business

(100millions of Yen,%)

Division	Full Fiscal Year 2015 (from Apr.1,2015 to Mar.31,2016)			Full Fiscal Year 2016 (from Apr.1,2016 to Mar.31,2017)			Full Fiscal Year 2017 (from Apr.1,2017 to Mar.31,2018)		
	period	% of total	YoY	% of total	YoY	% of total	YoY		
Wholesale	248	64.7	-4.9	222	63.8	-10.2	280	66.1	26.1
Exclusive titles	47	12.4	-31.2	44	12.8	-5.8	44	10.5	-0.1
Visual	295	77.1	-10.4	267	76.6	-9.5	325	76.6	21.7
Music	87	22.9	-15.3	81	23.4	-7.7	99	23.4	21.8
Total	383	100.0	-11.5	348	100.0	-9.1	424	100.0	21.7

※FY2017 Breakdown of Netsales for Seikodo Marketing Co., Ltd. Wholesale of Visual:¥3.7 billion, Music:¥1.9 billion

■ Sales of video game platform

(100millions of Yen,%)

Manufacturer	period	Full Fiscal Year 2015 (from Apr.1,2015 to Mar.31,2016)			Full Fiscal Year 2016 (from Apr.1,2016 to Mar.31,2017)			Full Fiscal Year 2017 (from Apr.1,2017 to Mar.31,2018)		
			% of total	YoY		% of total	YoY		% of total	YoY
Nintendo		405	81.1	-12.1	338	75.6	-16.5	539	85.6	59.4
S I E *		79	15.9	6.5	99	22.1	24.8	83	13.3	-15.3
Other		15	3.0	-46.5	10	2.3	-33.6	7	1.1	-28.9
Total		500	100.0	-11.4	447	100.0	-10.4	631	100.0	40.9

※ S I E . . . Sony Interactive Entertainment LLC

■ Amusement Business

(100millions of Yen,%)

Division	period	Full Fiscal Year 2015 (from Apr.1,2015 to Mar.31,2016)			Full Fiscal Year 2016 (from Apr.1,2016 to Mar.31,2017)			Full Fiscal Year 2017 (from Apr.1,2017 to Mar.31,2018)		
			% of total	YoY		% of total	YoY		% of total	YoY
Capsule toy		103	47.1	2.0	94	45.8	-8.6	109	52.9	15.2
Kid's card game		93	42.3	-11.5	91	44.4	-1.7	80	39.2	-11.7
Other		23	10.6	-32.2	20	9.8	-13.9	16	7.9	-19.1
Total		220	100.0	-8.8	206	100.0	-6.2	206	100.0	-0.1

■ Breakdown of Nintendo sales

(100millions of Yen,%)

Item	period	Full Fiscal Year 2015 (from Apr.1,2015 to Mar.31,2016)			Full Fiscal Year 2016 (from Apr.1,2016 to Mar.31,2017)			Full Fiscal Year 2017 (from Apr.1,2017 to Mar.31,2018)		
			% of total	YoY		% of total	YoY		% of total	YoY
Stationary	console	63	15.7	60.8	52	15.5	-17.6	239	44.4	356.8
	Software	44	11.1	9.1	27	8.2	-38.0	102	18.9	266.4
	Accessories	16	4.0	53.3	7	2.2	-53.3	27	5.2	270.4
Portable	console	85	21.2	-35.4	76	22.7	-10.7	55	10.2	-28.3
	Software	170	42.0	-24.3	144	42.6	-15.1	83	15.4	-42.3
	Accessories	12	3.0	-2.6	6	1.9	-47.2	2	0.4	-63.0
Other		12	3.0	-	23	6.9	82.9	29	5.5	27.6
Total		405	100.0	-12.1	338	100.0	-16.5	539	100.0	59.4

■ Breakdown of *SIE sales

(100millions of Yen,%)

Item	period	Full Fiscal Year 2015 (from Apr.1,2015 to Mar.31,2016)			Full Fiscal Year 2016 (from Apr.1,2016 to Mar.31,2017)			Full Fiscal Year 2017 (from Apr.1,2017 to Mar.31,2018)		
			% of total	YoY		% of total	YoY		% of total	YoY
Stationary	console	10	13.8	-2.7	23	23.3	109.3	22	26.8	-3.4
	Software	22	28.4	18.7	32	32.7	43.3	35	42.2	9.2
	Accessories	1	1.8	25.9	2	2.3	58.4	2	2.6	-2.9
Portable	console	11	14.2	17.0	9	9.1	-19.2	3	4.5	-57.7
	Software	31	39.8	-2.2	30	31.1	-2.4	19	22.9	-37.5
	Accessories	1	2.0	26.4	1	1.5	-3.5	0	1.0	-44.2
Total		79	100.0	6.5	99	100.0	24.8	83	100.0	-15.3

Consolidated results (2)Balance Sheet



(millions of Yen,%)

	Full Fiscal Year 2016 (As Mar.31,2017)	Full Fiscal Year 2017 (As Mar.31,2018)	Changes
(Assets)			
Cash and deposits	11,605	11,458	-147
Notes and accounts receivable - trade	28,258	36,979	8,720
Inventories	6,300	8,028	1,728
Advance payments-trade	782	1,025	242
Deferred tax assets	736	1,010	273
Other	1,294	1,986	691
Allowance for doubtful accounts	-1	-3	-1
Total current assets	48,975	60,484	11,509
Property, plant and equipment	777	758	-18
Buildings and structures	432	424	-7
Land	65	65	-
Other	279	268	-11
Intangible assets	1,005	2,465	1,459
Goodwill	-	658	658
Other	1,005	1,807	801
Investments and other assets	10,579	11,614	1,034
Investment securities	7,105	8,323	1,217
Deferred tax assets	947	556	-391
Other	2,535	2,738	202
Allowance for doubtful accounts	-9	-3	5
Total non-current assets	12,361	14,838	2,476
Total assets	61,337	75,323	13,985

※FY2017 Total current assets include ¥11.4 billion, Total non-current assets include ¥1.6 billion for Seikodo Marketing Co., Ltd.

Consolidated results (2)Balance Sheet



(millions of Yen,%)

	Full Fiscal Year 2016 (As Mar.31,2017)	Full Fiscal Year 2017 (As Mar.31,2018)	Changes
(Liabilities)			
Notes and accounts payable-trade	21,550	27,785	6,234
Accounts payable-other	2,184	3,447	1,262
Income taxes payable	624	1,476	851
Provision for bonuses	242	505	262
Other	586	1,140	554
Total current liabilities	25,188	34,354	9,165
Net defined benefit liability	2,906	2,993	86
Deferred tax liabilities	-	101	101
Other	931	1,175	244
Total non-current liabilities	3,837	4,269	432
Total liabilities	29,026	38,624	9,597
(Net assets)			
Capital stock	2,751	2,751	-
Capital surplus	2,784	2,795	11
Retained earnings	27,054	30,325	3,271
Treasury shares	-1,997	-1,917	79
Total shareholder's equity	30,592	33,954	3,362
Valuation difference on available-for-sale securities	1,167	2,181	1,013
Deferred gains or losses on hedges	-0	-2	-1
Total accumulated other comprehensive income	1,167	2,179	1,012
Subscription rights to shares	551	564	13
Total Net assets	32,311	36,698	4,387
Total liabilities and Net assets	61,337	75,323	13,985
Net assets per share(¥)	1,464.82	1,659.28	194.46

※FY2017 Total current liabilities include ¥7.4 billion, Total non-current liabilities include ¥0.2 billion,
Total Net assets include ¥0.1 billion for Seikodo Marketing Co., Ltd.

(millions of Yen,%)

	Full Fiscal Year 2016	Full Fiscal Year 2017	Changes
profit before income taxes	3,047	5,823	2,776
Depreciation	440	350	-90
Impairment loss	18	-	-18
Amortization of goodwill	-	11	11
Share of loss of entities accounted for using equity method	283	302	18
Decrease (increase) in notes and accounts receivable - trade	-5,356	-8,719	-3,362
Decrease (increase) in inventories	-256	-98	158
Increase (decrease) in notes and accounts payable - trade	3,268	6,234	2,966
Increase (decrease) in accounts payable - other	-215	1,235	1,451
Decrease (increase) in accounts receivable - other	374	-660	-1,034
Other	2,113	812	-1,300
Income taxes paid	-662	-839	-177
Net cash provided by (used in) operating activities	3,055	4,453	1,398
Purchase of property, plant and equipment and intangible assets	-701	-755	-54
Proceeds from sales of property, plant and equipment and intangible assets	0	3	2
Purchase of investment securities	-370	-163	206
Proceeds from sales of investment securities	0	78	78
Payments for transfer of business	-	-3,000	-3,000
Other, net	-35	0	36
Net cash provided by (used in) investing activities	-1,107	-3,837	-2,729
Proceeds from disposal of treasury shares	-	0	0
Purchase of treasury shares	-1,090	-0	1,090
Cash dividends paid	-663	-761	-97
Other, net	-0	-1	-0
Net cash provided by (used in) financing activities	-1,754	-762	991
Effect of exchange rate change on cash and cash equivalents	-0	-0	-0
Net increase (decrease) in cash and cash equivalents	192	-147	-339
Cash and cash equivalents at beginning of period	11,412	11,605	192
Cash and cash equivalents at end of period	11,605	11,458	-147

Projections for Full Fiscal Year 2018

■ Net sales projection by business segment

(millions of Yen,%)

	Full Fiscal Year 2017 (from Apr.1,2017 to Mar.31,2018)			Full Fiscal Year 2018 (from Apr.1,2018 to Mar.31,2019)		
		% of total	YoY		% of total	YoY
Toy business	71,403	36.1	-3.2	72,000	31.3	0.8
Visual and Music business	42,466	21.5	21.7	78,000	33.9	83.7
Video-game business	63,107	32.0	40.9	60,000	26.1	-4.9
Amusement business	20,630	10.4	-0.1	20,000	8.7	-3.1
Total	197,607	100.0	13.5	230,000	100.0	16.4

■ Income projection by business segment

(millions of Yen,%)

	Full Fiscal Year 2017 (from Apr.1,2017 to Mar.31,2018)			Full Fiscal Year 2018 (from Apr.1,2018 to Mar.31,2019)		
		% of total	YoY		% of total	YoY
Toy business	2,467	51.3	-19.0	2,850	57.0	15.5
Visual and Music business	882	18.4	110.9	700	14.0	-20.7
Video-game business	1,180	24.6	207.0	1,200	24.0	1.6
Amusement business	1,678	34.9	31.0	1,650	33.0	-1.7
Eliminations and corporate	-1,402	-29.2	-2.0	-1,400	-28.0	-
Total	4,806	100.0	30.0	5,000	100.0	4.0

Notes

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