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# Summary of Consolidated Financial Results for the Third Quarter of Fiscal Year Ending March 31, 2018 < Japanese GAAP > 

February 13, 2018

Company name Code number Representative Contact person

Japan Cash Machine Co., Ltd. 6418 Position: President Position: Director, Senior Operating Officer, Executive General Manager of Corporate Planning Division

Scheduled date of filing quarterly securities report: February 14, 2018
The additional materials of the financial results for the third quarter: None The briefing session of the financial results for the third quarter: None

Scheduled date of dividend payments: -

Stock exchanges: $\quad \operatorname{Tokyo}\left(1^{\text {st }}\right.$ Section $)$
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(Amount less than one million yen are rounded down)

1. Consolidated Financial Results for the Third Quarter ended December 31, 2017 (April 1, 2017 through December 31, 2017)
(1) Consolidated operating results
(Percentage figures show year-on-year change)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income attributable <br> to owners of parent |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ |
| FY2018 $3^{\text {rd }}$ quarter | 22,635 | $(1.7)$ | 1,531 | $(5.7)$ | 1,693 | 7.8 | 1,901 | 68.5 |
| FY2017 $3^{\text {rd }}$ quarter | 23,036 | 2.8 | 1,623 | 26.9 | 1,571 | 20.1 | 1,128 | 29.8 |

(Note) Comprehensive income: 1,890 million yen for FY2018 3 ${ }^{\text {rd }}$ quarter, ( - ) \%
$(1,960)$ million yen for FY2017 $3^{\text {rd }}$ quarter, (-) \%

|  | Net income per share: <br> basic | Net income per share: <br> Diluted |  |
| :--- | ---: | ---: | ---: |
|  |  | yen | yen |
| FY2018 3 $3^{\text {rd }}$ quarter |  | 65.24 | 65.22 |
| FY2017 3 $3^{\text {rd }}$ quarter | 41.99 |  | 41.98 |

(2) Consolidated financial position

|  | Total assets | Net assets | Shareholders' equity ratio | Net assets per share |
| :--- | ---: | ---: | ---: | ---: |
|  | Millions of yen | Millions of yen | y | yen |
| FY2018 3 rd $^{\text {rd }}$ quarter | 42,311 | 33,631 | 79.5 | $1,134.18$ |
| FY2017 | 39,755 | 28,937 | 72.7 | $1,080.96$ |

(Reference) Shareholders’ equity: As of December 31, 2017: 33,619 million yen
As of March 31, 2017: 28,907 million yen
2. Dividends

|  | Annual cash dividends per share |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  | $1^{\text {st }}$ quarter end | $2^{\text {nd }}$ quarter end | $3^{\text {rd }}$ quarter end | Year-end | Total |  |
|  | yen | yen | yen | yen | yen |  |
| FY2017 | - | 8.50 | - | 8.50 | 17.00 |  |
| FY2018 | - | 8.50 | - |  | 17.00 |  |
| FY2018 (forecast) |  |  | - | 8.50 |  |  |

(Note) Changes in dividends forecast for FY2018 from the latest disclosure: None
3. Forecasts of consolidated operating results for FY2018 (April 1, 2017through March 31, 2018)
(Percentage figures show year-on-year change)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income attributable to owners of parent |  | Net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY2018 | Millions of yen 30,000 | $\begin{gathered} \hline \% \\ (0.8) \end{gathered}$ | Millions of yen 1,150 | $\begin{array}{r} \% \\ (34.4) \end{array}$ | Millions of yen 1,200 | $\begin{gathered} \hline \% \\ (21.7) \end{gathered}$ | Millions of yen 1,480 | \% 46.2 | $\begin{array}{r} \text { yen } \\ 51.76 \end{array}$ |

(Note) Changes in forecasts of consolidated operating results for FY2018 from the latest disclosure: None
(1) Changes in significant subsidiaries during the quarter (changes in specified subsidiaries resulting in the change in consolidation scope): None
(2) Adoption of specific accounting policies for quarterly consolidated financial statements: None
(3) Changes in accounting principles, changes in accounting estimates and restatements

1) Changes in accounting policies due to revisions of accounting standards, etc.: None
2) Changes in accounting policies other than 1) : None
3) Changes in accounting estimates : None
4) Restatements : None
(4) Number of shares outstanding (common stock)

| Number of shares <br> outstanding at term end <br> (including treasury <br> shares) | FY2018 3 <br> quarter | $29,662,851$ shares | FY2017 | $29,662,851$ shares |
| :---: | :---: | :---: | :---: | :---: |
| Number of treasury <br> shares at term end | FY2018 3 <br> quarter | 20,918 shares | FY2017 | $2,920,750$ shares |
| The average number of <br> outstanding shares <br> (cumulative) | FY2018 3 ${ }^{\text {rd }}$ <br> quarter | $29,141,994$ shares | FY2017 $3^{\text {rd }}$ <br> quarter | $26,873,180$ shares |

* This summary of consolidated financial results is exempt from quarterly review.
* Explanation regarding the appropriate use of financial forecasts and other special items
(Cautionary Statement)
Earnings forecasts and other forward-looking statements in this release are based on data currently available to management and certain assumptions that management believes to be reasonable. The achievement of said forecasts cannot be promised. Actual results may therefore differ materially from these statements for various reasons. For further details, please refer to "1. Qualitative Information/Financial Statements (2) Future estimates, including consolidated financial forecast" on Page 4.


## 1. Qualitative information/financial statements

(1) Consolidated operating results

The global economy during the third quarter of the consolidated fiscal year under review, the situation collectively remained steady overall. This situation was supported by consumer spending remained firm against the backdrop of a favorable employment environment in the United States, and strong exports becoming a driving force for the economy in Europe. Moreover, the Japanese economy continued recovering gradually due to a pickup in the corporate earnings and improving capital investment, although there are geopolitical risks in the neighboring countries.

Regarding the business environment surrounding the JCM Group (the "Group"), demand remained soft in the gaming market, since there were concerns about shrinkage of the market due to tighter regulations on gaming in Germany as well as decrease in the opening of new casinos in the North American region. However, the demand in the commercial market (banking, retail, transportation, etc.) was steady in Europe and Japan. On the other hand, in the business environment of the amusement equipment market in Japan, operators of pachinko parlors continued reducing investment, because of uncertainty about the market's future caused by factors such as revision of game machine regulations.

Under such circumstances, the Group endeavored to capture market share and sell new merchandise amid continuing price competition with competitors in the global gaming market, while it promoted expanding sales of high-value-added products, both in Japan and overseas, in the commercial market. Furthermore, the Group focused on ensuring sales by aggressively developing products added to the sales lineup as a result of business transfer in the amusement equipment market.

However, in the third quarter of the consolidated fiscal year, net sales remained sluggish at 22,635 million yen (down $1.7 \%$ year-on-year) due to a decline in sales in the mainstay gaming market. As a result, the operating income totaled 1,531 million yen (down $5.7 \%$ year-on-year). Meanwhile, ordinary income amounted to 1,693 million yen (up $7.8 \%$ year-on-year) due to the posting of foreign currency translation adjustment profit on foreign-currency denominated assets, and net income attributable to owners of parent was 1,901 million yen (up $68.5 \%$ year-on-year) due to the posting of legal settlement received as extraordinary income.

The average foreign exchange rates for this third quarter were 111.81 yen to the US dollar ( 108.82 yen in the same period last year) and 125.25 yen to the euro ( 121.03 yen in the same period last year). The quarter-end foreign exchange rate applied to the mark-to-market valuation of assets and liabilities at the end of this third quarter was 113.06 yen to the US dollar ( 112.18 yen at the end of the previous consolidated fiscal year).

Results by segment are as follows.

## i. Global Gaming

The segment recorded net sales of 11,331 million yen (down $8.9 \%$ year-on-year) and an income of 2,158 million yen (down $8.1 \%$ year-on-year). These declines were mainly the result of decreases in the demand for bill validator units in the North American region and in the replacement demand caused by revision of regulations on gaming in Germany in the European region.
ii. International Commercial

The segment posted net sales of 2,920 million yen (up $8.4 \%$ year-on-year) and an income of 447 million yen (up $99.8 \%$ year-on-year), mainly due to robust sales of bill recycling units in the European region, despite a decline in sales of bill validator units in the North American financial market.

## iii. Domestic Commercial

The segment logged net sales of 1,882 million yen (up $38.7 \%$ year-on-year) and an income of 230 million yen
(up 519.5\% year-on-year) mainly due to the steady sales of money handling machine units for OEM customers, etc.
iv. Equipment for Amusement Industry

The segment recorded net sales of 6,500 million yen (down $0.6 \%$ year-on-year) and an income of 87 million yen (down $64.6 \%$ year-on-year), mainly due to the decline in the sales of mainline products such as automatic token supply/collection systems.
(2) Future estimates, including consolidated financial forecast

There is no change of future estimates from the ones presented in the financial highlights dated November 13, 2017. However, by keeping a watch on the demand situation in the future, we will make a swift announcement, should there be a need for timely disclosure.
2. Quarterly Consolidated Financial Statements
(1)Quarterly Consolidated Balance Sheet
(in thousands of yen)

|  | Prior Fiscal Year <br> (As of March 31, 2017) | Current Third Quarter (As of December 31, 2017) |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 7,166,931 | 9,556,546 |
| Notes and accounts receivable - trade | 6,013,379 | 6,457,398 |
| Securities | 23,309 | 78,977 |
| Merchandise and finished goods | 8,039,619 | 7,578,241 |
| Work in process | 639,501 | 771,100 |
| Raw materials and supplies | 2,706,568 | 3,173,328 |
| Other | 1,747,447 | 1,550,903 |
| Allowance for doubtful accounts | $(212,194)$ | $(198,486)$ |
| Total current assets | 26,124,563 | 28,968,009 |
| Non-current assets |  |  |
| Property, plant and equipment | 4,991,188 | 4,964,204 |
| Intangible assets |  |  |
| Goodwill | 2,291,518 | 2,093,825 |
| Technical assets | 391,124 | 320,829 |
| Assets related to customers | 3,374,108 | 3,072,868 |
| Trademark right | 451,267 | 412,271 |
| Other | 128,633 | 133,472 |
| Total intangible assets | 6,636,651 | 6,033,266 |
| Investments and other assets |  |  |
| Other | 2,059,157 | 2,401,119 |
| Allowance for doubtful accounts | $(56,025)$ | $(54,703)$ |
| Total investments and other assets | 2,003,132 | 2,346,416 |
| Total non-current assets | 13,630,971 | 13,343,887 |
| Total assets | 39,755,535 | 42,311,897 |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable - trade | 3,161,879 | 3,564,783 |
| Short-term loans payable | 3,703,538 | 457,893 |
| Income taxes payable | 224,871 | 1,032,374 |
| Provision for bonuses | 381,654 | 200,215 |
| Provision for directors' bonuses | 21,000 | 9,000 |
| Other | 2,624,066 | 2,684,621 |
| Total current liabilities | 10,117,009 | 7,948,887 |
| Non-current liabilities |  |  |
| Other | 701,097 | 731,009 |
| Total non-current liabilities | 701,097 | 731,009 |
| Total liabilities | 10,818,107 | 8,679,897 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 2,216,945 | 2,216,945 |
| Capital surplus | 2,068,964 | 2,759,048 |
| Retained earnings | 27,070,148 | 28,492,125 |
| Treasury shares | $(2,629,621)$ | $(18,849)$ |
| Total shareholders' equity | 28,726,436 | 33,449,270 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 204,098 | 485,080 |
| Foreign currency translation adjustment | $(23,427)$ | $(314,981)$ |
| Total accumulated other comprehensive income | 180,670 | 170,098 |
| Subscription rights to shares | 30,320 | 12,630 |
| Total net assets | 28,937,428 | 33,631,999 |
| Total liabilities and net assets | 39,755,535 | 42,311,897 |

(2) Quarterly Consolidated Statement of Income and Quarterly Consolidated Statement of Comprehensive Income Quarterly Consolidated Statement of Income

| (in thousands of yen) |  |  |
| :---: | :---: | :---: |
|  | Prior Third Quarter (From April 1, 2016 <br> To December 31, 2016) | Current Third Quarter (From April 1,2017 <br> To December 31, 2017) |
| Net sales | 23,036,639 | 22,635,467 |
| Cost of sales | 14,005,905 | 13,808,809 |
| Gross profit | 9,030,734 | 8,826,657 |
| Reversal of unrealized income on installment sales | 44,604 | 37,857 |
| Provision of unrealized income on installment sales | 480 | 11,420 |
| Gross profit - net | 9,074,858 | 8,853,094 |
| Selling, general and administrative expenses | 7,451,791 | 7,322,090 |
| Operating profit | 1,623,067 | 1,531,003 |
| Non-operating income |  |  |
| Interest income | 5,481 | 2,194 |
| Dividend income | 13,609 | 15,882 |
| Foreign exchange gains | - | 148,920 |
| Reversal of provision for loss on dissolution of the employees' pension fund | 67,000 | - |
| Other | 33,968 | 24,336 |
| Total non-operating income | 120,059 | 191,333 |
| Non-operating expenses |  |  |
| Interest expenses | 27,527 | 26,444 |
| Foreign exchange losses | 124,602 | - |
| Other | 19,313 | 2,286 |
| Total non-operating expenses | 171,443 | 28,731 |
| Ordinary profit | 1,571,683 | 1,693,605 |
| Extraordinary income |  |  |
| Gain on sales of non-current assets | 333 | 327 |
| Gain on sales of investment securities | - | 3,786 |
| Gain on bargain purchase | 314,000 | - |
| Settlement received | - | 2,236,200 |
| Total extraordinary income | 314,333 | 2,240,314 |
| Extraordinary losses |  |  |
| Loss on sales of non-current assets | 54 | 2,602 |
| Loss on retirement of non-current assets | 4,487 | 3,897 |
| Litigation expenses | - | 482,304 |
| Loss on liquidation of business | - | 328,267 |
| Total extraordinary losses | 4,542 | 817,071 |
| Profit before income taxes | 1,881,473 | 3,116,847 |
| Income taxes - current | 816,951 | 1,199,008 |
| Income taxes - deferred | $(63,795)$ | 16,597 |
| Total income taxes | 753,155 | 1,215,605 |
| Profit | 1,128,317 | 1,901,242 |
| Profit attributable to owners of parent | 1,128,317 | 1,901,242 |

$\left.\begin{array}{llrl}\hline & & \begin{array}{c}\text { Prior Third Quarter } \\ \text { (From April 1, 2016 }\end{array} & \begin{array}{c}\text { Current Third Quarter } \\ \text { (From April 1, 2017 }\end{array} \\ \text { To December 31, 2017) }\end{array}\right]$

|  | Prior Third Quarter (From April 1, 2016 <br> To December 31, 2016) | Current Third Quarter (From April 1,2017 <br> To December 31, 2017) |
| :---: | :---: | :---: |
| Cash flows from operating activities |  |  |
| Profit before income taxes | 1,881,473 | 3,116,847 |
| Depreciation | 691,298 | 719,650 |
| Amortization of goodwill | 157,354 | 141,860 |
| Gain on bargain purchase | $(314,000)$ | - |
| Increase (decrease) in provision | $(165,001)$ | $(218,732)$ |
| Interest and dividend income | $(19,091)$ | $(18,076)$ |
| Interest expenses | 27,527 | 26,444 |
| Foreign exchange losses (gains) | 53,211 | $(129,259)$ |
| Loss (gain) on sales and retirement of property, plant and equipment | 4,209 | 6,172 |
| Loss (gain) on sales of investment securities | - | $(3,786)$ |
| Settlement received | - | $(2,236,200)$ |
| Litigation expenses | - | 482,304 |
| Loss on liquidation of business | - | 328,267 |
| Decrease (increase) in notes and accounts receivable trade | $(1,328,737)$ | $(524,299)$ |
| Decrease (increase) in inventories | $(1,401,084)$ | $(134,532)$ |
| Increase (decrease) in notes and accounts payable trade | 766,047 | 435,664 |
| Decrease (increase) in consumption taxes refund receivable | 151,900 | $(16,241)$ |
| Other, net | 501,238 | $(61,511)$ |
| Subtotal | 1,006,346 | 1,914,571 |
| Interest and dividend income received | 19,607 | 17,558 |
| Interest expenses paid | $(27,527)$ | $(26,444)$ |
| Settlement package received | - | 2,236,200 |
| Litigation expenses paid | - | $(475,438)$ |
| Income taxes paid | $(713,667)$ | $(306,690)$ |
| Net cash provided by (used in) operating activities | 284,759 | 3,359,757 |
| Cash flows from investing activities |  |  |
| Net decrease (increase) in short-term investment securities | 232 | 109 |
| Purchase of property, plant and equipment | $(296,484)$ | $(558,207)$ |
| Proceeds from sales of property, plant and equipment | 1,212 | 8,508 |
| Purchase of intangible assets | $(10,758)$ | $(29,865)$ |
| Purchase of investment securities | $(112,403)$ | $(1,571)$ |
| Proceeds from sales of investment securities | - | 4,834 |
| Proceeds for transfer of business | 306,000 | - |
| Other, net | 200 | - |
| Net cash provided by (used in) investing activities | $(112,001)$ | $(576,191)$ |
| Cash flows from financing activities |  |  |
| Decrease in short-term loans payable | $(515,550)$ | $(3,220,522)$ |
| Cash dividends paid | $(457,986)$ | $(495,691)$ |
| Proceeds from lease obligations | 2,926 | 1,605 |
| Repayments of lease obligations | $(78,138)$ | $(59,646)$ |
| Purchase of treasury shares | $(300,057)$ | (193) |
| Proceeds from disposal of treasury shares from exercise of subscription rights to shares | - | 3,279,300 |
| Net cash provided by (used in) financing activities | $(1,348,807)$ | $(495,148)$ |
| Effect of exchange rate change on cash and cash equivalents | $(557,754)$ | 101,197 |
| Net increase (decrease) in cash and cash equivalents | (1,733,804) | 2,389,614 |
| Cash and cash equivalents at beginning of period | 8,794,795 | 7,146,931 |
| Cash and cash equivalents at end of period | 7,060,991 | 9,536,546 |

## (4) Notes to Consolidated Financial Statements

## (Going Concern Assumption)

None

## (Significant Changes in Shareholders' Equity)

In the third quarter of the consolidated fiscal year ending March 31, 2018, capital surplus increased by 690,084 thousand yen and treasury shares decreased by $2,610,965$ thousand yen due to the disposal of treasury shares caused by the exercise of subscription rights to shares. Consequently, at the end of the third quarter of the consolidated fiscal year ending March 31, 2018, capital surplus and treasury shares amounted to 2,759,048 thousand yen and 18,849 thousand yen, respectively.

## (Segment Information)

I. Prior third quarter (From April 1, 2016 to December 31, 2016)

1. Information on sales and income (loss) by reportable segments
(in thousands of yen)

|  | Reportable segments |  |  |  |  | Adjustment <br> (Note) | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Global <br> Gaming | International Commercial | Domestic <br> Commercial | Equipment for the Amusement Industry | Total |  |  |
| Net sales <br> Sales to customers <br> Intersegment sales and transfers | $12,442,225$ | $2,694,554$ | 1,357,776 | 6,542,082 | 23,036,639 | - | $23,036,639$ |
| Total | 12,442,225 | 2,694,554 | 1,357,776 | 6,542,082 | 23,036,639 | - | 23,036,639 |
| Segment income (loss) | 2,348,002 | 224,274 | 37,251 | 246,145 | 2,855,674 | $(1,232,606)$ | 1,623,067 |

(Note) The adjustment on segment income includes certain expenses that are not allocated to each reportable segment.
2. Loss on noncurrent assets and information on goodwill by each reportable segments

None
II. Current third quarter (From April 1, 2017 to December 31, 2017)

1. Information on sales and income (loss) by reportable segments
(in thousands of yen)

|  | Reportable segments |  |  |  |  | Adjustment <br> (Note) | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Global <br> Gaming | International Commercial | Domestic <br> Commercial | Equipment for the Amusement Industry | Total |  |  |
| Net sales <br> Sales to customers <br> Intersegment sales and transfers | $11,331,375$ | 2,920,605 | 1,882,865 | 6,500,621 | $22,635,467$ | - - | 22,635,467 |
| Total | 11,331,375 | 2,920,605 | 1,882,865 | 6,500,621 | 22,635,467 | - | 22,635,467 |
| Segment income (loss) | 2,158,465 | 447,993 | 230,767 | 87,058 | 2,924,284 | $(1,393,281)$ | 1,531,003 |

(Note) The adjustment on segment income includes certain expenses that are not allocated to each reportable segment.
2. Loss on noncurrent assets and information on goodwill by each reportable segments None

