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# Summary of Consolidated Financial Results for the Third Quarter of Fiscal Year Ending March 31, 2017 < Japanese GAAP > 

Company name Code number Representative Contact person

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Stock exchanges: URL

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(Amount less than one million yen are rounded down)

1. Consolidated Financial Results for the Third Quarter ended December 31, 2016 (April 1, 2016 through December 31, 2016)
(1) Consolidated operating results
(Percentage figures show year-on-year change)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income attributable to owners of the parent |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| FY2017 $3^{\text {rd }}$ quarter | 23,036 | 2.8 | 1,623 | 26.9 | 1,571 | 20.1 | 1,128 | 29.8 |
| FY2016 $3^{\text {rd }}$ quarter | 22,404 | 8.8 | 1,278 | 13.7 | 1,308 | (39.0) | 869 | (49.8) |

(Note) Comprehensive income: ( 1,960 ) million yen for FY2017 $3^{\text {rd }}$ quarter, ( - ) \%: 455 million yen for FY2016 $3^{\text {rd }}$ quarter, (57.8) $\%$

|  | Net income per share: <br> basic | Net income per share: <br> Diluted |  |
| :---: | ---: | ---: | :---: |
|  | yen | yen |  |
| FY2017 $3^{\text {rd }}$ quarter | 41.99 | 41.98 |  |
| FY2016 3 $^{\text {rd }}$ quarter | 32.22 | 32.21 |  |

(2) Consolidated financial position

|  | Total assets | Net assets | Shareholders' equity ratio | Net assets per share |
| :--- | ---: | ---: | ---: | ---: |
|  | Millions of yen | Millions of yen | y | 9.39 |
| FY2017 3 ${ }^{\text {rd }}$ quarter | 38,244 | 26,538 | 69.4 | 992.39 |
| FY2016 | 40,428 | 29,252 | 72.3 | $1,084.29$ |

(Reference) Shareholders’ equity: As of December 31, 2016: 26,531 million yen As of March 31, 2016: 29,248 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 |  |
|  | - | 8.50 | - | 8.50 | 17.00 |  |
|  | - | 8.50 | - |  |  |  |
|  | - | - | 8.50 | 17.00 |  |  |

(Note) Changes in dividends forecast for FY2017 from the latest disclosure: None
3. Forecasts of consolidated operating results for FY2017 (April 1, 2016 through March 31, 2017)
(Percentage figures show year-on-year change)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income attributable to owners of the parent |  | Net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY2017 | Millions of yen 30,100 | $\begin{array}{r} \hline \% \\ 1.1 \end{array}$ | Millions of yen | \% 13.5 | Millions of yen | \% (1.1) | Millions of yen 640 | \% 78.8 | $\begin{array}{r} \text { yn } \\ 23.72 \end{array}$ |

(Note) Changes in forecasts of consolidated operating results for FY2017 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.: Applicable
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 stocks) | FY2017 $3^{\text {rd }}$ quarter | $29,662,851$ shares | FY2016 | $29,662,851$ shares |
| :---: | :---: | :---: | :---: | :---: |
| Number of shares of <br> treasury stocks at term end | FY2017 $3^{\text {rd }}$ quarter | $2,920,719$ shares | FY2016 | $2,684,803$ shares |
| The average number of <br> outstanding shares <br> (cumulative) | FY2017 $3^{\text {rd }}$ quarter | $26,873,180$ shares | FY2016 $3^{\text {rd }}$ quarter | $26,978,140$ shares |

* Implementation status of quarterly review procedures

This summary of consolidated financial results is exempt from quarterly review which is based on Financial Instrument and Exchange Law of Japan. As of the third quarter disclosing, quarterly review procedures for the quarterly financial statements are in progress.

* 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

In the global economy during the third quarter of the consolidated fiscal year, the economy in Europe and the U.S., generally moved steadily, driven by consumer spending. With respect to the Japanese economy, while there was a lack of strength in consumer spending, we saw a moderate pick-up as corporate earnings improved backed by the depreciation of the yen.

Regarding the business environment surrounding the JCM Group (the "Group"), the gaming market has active demand mainly from OEM customers, and the business environment in the commercial market (banking/retail/transportation) especially in Europe continued to be relatively stable. Meanwhile, in the amusement equipment market in Japan continued to face difficult conditions partly due to effects from the removal of "game machines whose performance may be different from that of the models submitted for formal inspection" by the end of December, 2016 in the stagnating pachinko market.

Under such circumstances, the Group had made efforts to obtain new customers in the gaming market by offering ideas that existing products and gaming printers should be combined. In the commercial market, it had tried to promote sales of high value-added products both in Japan and abroad. In the amusement equipment market in Japan, it had made efforts to expand the customer base through the amusement equipment business of Silver Denken which the Group acquired in September 2016. Therefore, it had developed sales strategies suitable for each market.

Consequently, the Group posted net sales of 23,036 million yen (up 2.8\% year-on-year) in the third quarter of the consolidated fiscal year. Operating income totaled 1,623 million yen (up 26.9\% year-on-year), by the Group’s efforts to reduce selling, general and administrative expenses, in addition to an increase in net sales, and ordinary income recorded 1,571 million yen (up 20.1\% year-on-year), net income attributable to owners of the parent amounted to 1,128 million yen (up 29.8\% year-on-year).

The average foreign exchange rates for this quarter were 108.82 yen to the US dollar (120.90 yen in the same period last year) and 121.03 yen to the euro ( 134.42 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 quarter was 116.55 yen to the US dollar (112.69 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 12,442 million yen (up $4.1 \%$ year-on-year) and an income of 2,348 million yen (up 18.9\% year-on-year), mainly due to an increase steadily in sales of bill validator units for OEM customers in the North American region and bill recycling units in the European region.
ii. International Commercial

The segment posted net sales of 2,694 million yen (down 12.0\% year-on-year) and an income of 224 million yen (down 61.8\% year-on-year), mainly due to stagnant sales of bill validator units for the North American financial market because of purchasers' inventory adjustments, despite steady growth in sales in the European region.
iii. Domestic Commercial

The segment logged net sales of 1,357 million yen (down $0.1 \%$ year-on-year), mainly due to stagnant sales of bill recycling units for financial market, despite steady growth in sales of currency exchange machines and bill recyclers for self-service gas stations. However, segment income recorded to 37 million yen (up 16.2\% year-on-year) owing to an increase in the shipment of the comparatively profitable products.
iv. Equipment for the Amusement Industry

Although sales of related equipment such as automatic medal supplying/recovering systems declined, effects from the acquisition of the amusement equipment business in September 2016 contributed to earnings. As a result, sales in this segment recorded net sales of 6,542 million yen (up $8.5 \%$ year on year) and an income of 246 million yen (up 668.4\% year on year).
(2) Future estimates, including consolidated financial forecast

There is no change of future estimates from the ones presented in the financial highlights dated September 6, 2016. 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 (As of March 31, 2016) | Current Third Quarter (As of December 31, 2016) |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 8,814,795 | 7,080,991 |
| Notes and accounts receivable - trade | 6,556,700 | 6,873,939 |
| Securities | 84,721 | 70,742 |
| Merchandise and finished goods | 6,089,803 | 6,574,035 |
| Work in process | 711,767 | 769,309 |
| Raw materials and supplies | 2,978,839 | 2,755,214 |
| Other | 1,148,329 | 1,642,623 |
| Allowance for doubtful accounts | $(263,849)$ | $(246,863)$ |
| Total current assets | 26,121,107 | 25,519,993 |
| Non-current assets |  |  |
| Property, plant and equipment | 5,090,253 | 4,879,031 |
| Intangible assets |  |  |
| Goodwill | 2,625,420 | 2,077,602 |
| Technical assets | 500,990 | 366,175 |
| Assets related to customers | 3,839,480 | 3,034,075 |
| Trademark right | 516,856 | 408,982 |
| Other | 71,911 | 63,947 |
| Total intangible assets | 7,554,659 | 5,950,783 |
| Investments and other assets |  |  |
| Other | 1,716,705 | 1,949,130 |
| Allowance for doubtful accounts | $(53,887)$ | $(54,625)$ |
| Total investments and other assets | 1,662,818 | 1,894,505 |
| Total non-current assets | 14,307,730 | 12,724,320 |
| Total assets | 40,428,838 | 38,244,314 |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable - trade | 3,433,683 | 3,455,399 |
| Short-term loans payable | 4,620,290 | 4,195,800 |
| Income taxes payable | 307,798 | 343,111 |
| Provision for bonuses | 256,898 | 171,887 |
| Provision for directors' bonuses | 8,800 | 12,100 |
| Other | 1,812,801 | 2,824,138 |
| Total current liabilities | 10,440,271 | 11,002,436 |
| Non-current liabilities |  |  |
| Reserve for loss on dissolution of employee's pension fund | 67,000 | - |
| Other | 669,497 | 703,271 |
| Total non-current liabilities | 736,497 | 703,271 |
| Total liabilities | 11,176,768 | 11,705,708 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 2,216,945 | 2,216,945 |
| Capital surplus | 2,068,964 | 2,068,964 |
| Retained earnings | 26,514,737 | 27,186,432 |
| Treasury shares | $(2,329,517)$ | (2,629,575) |
| Total shareholders' equity | 28,471,129 | 28,842,766 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 69,263 | 150,627 |
| Foreign currency translation adjustment | 707,962 | $(2,462,144)$ |
| Total accumulated other comprehensive income | 777,226 | $(2,311,517)$ |
| Stock acquisition rights | 3,713 | 7,356 |
| Total net assets | 29,252,069 | 26,538,606 |
| Total liabilities and net assets | 40,428,838 | 38,244,314 |

(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, 2015 To December 31, 2015) | Current Third Quarter <br> (From April 1,2016 <br> To December 31, 2016) |
| Net sales | 22,404,666 | 23,036,639 |
| Cost of sales | 13,411,310 | 14,005,905 |
| Gross profit | 8,993,355 | 9,030,734 |
| Reversal of unrealized income on installment sales | 61,076 | 44,604 |
| Provision of unrealized income on installment sales | 49,804 | 480 |
| Gross profit - net | 9,004,627 | 9,074,858 |
| Selling, general and administrative expenses | 7,725,939 | 7,451,791 |
| Operating income | 1,278,687 | 1,623,067 |
| Non-operating income |  |  |
| Interest income | 11,442 | 5,481 |
| Dividend income | 16,636 | 13,609 |
| Share of profit of entities accounted for using equity method | 8,006 | - |
| Foreign exchange gains | 6,561 | - |
| Reversal of provision for loss on dissolution of the employees' pension fund | - | 67,000 |
| Other | 68,794 | 33,968 |
| Total non-operating income | 111,440 | 120,059 |
| Non-operating expenses |  |  |
| Interest expenses | 22,315 | 27,527 |
| Foreign exchange losses | - | 124,602 |
| Loss on cancellation of leases | 45,337 | - |
| Other | 13,616 | 19,313 |
| Total non-operating expenses | 81,269 | 171,443 |
| Ordinary income | 1,308,859 | 1,571,683 |
| Extraordinary income |  |  |
| Gain on sales of non-current assets | 828 | 333 |
| Gain on sales of investment securities | 8,403 | - |
| Gain on bargain purchase | - | 314,000 |
| Total extraordinary income | 9,232 | 314,333 |
| Extraordinary losses |  |  |
| Loss on sales of non-current assets | 226 | 54 |
| Loss on retirement of non-current assets | 5,633 | 4,487 |
| Loss on valuation of investment securities | 37,657 | - |
| Other | 4,768 | - |
| Total extraordinary losses | 48,286 | 4,542 |
| Profit before income taxes | 1,269,804 | 1,881,473 |
| Income taxes - current | 469,194 | 816,951 |
| Income taxes - deferred | $(68,646)$ | $(63,795)$ |
| Total income taxes | 400,548 | 753,155 |
| Profit | 869,256 | 1,128,317 |
| Profit attributable to owners of parent | 869,256 | 1,128,317 |

(In thousands of yen)

|  | Prior Third Quarter <br> (From April 1, 2015 <br> To December 31, 2015) | Current Third Quarter <br> (From April 1, 2016 <br> To December 30, 2016) |
| :---: | :---: | :---: |
| Profit | 869,256 | 1,128,317 |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 33,420 | 81,363 |
| Foreign currency translation adjustment | $(450,830)$ | $(3,170,106)$ |
| Share of other comprehensive income of entities accounted for using equity method | 3,728 | - |
| Total other comprehensive income | $(413,680)$ | $(3,088,743)$ |
| Comprehensive income | 455,575 | $(1,960,425)$ |
| (Breakdown of Comprehensive income) |  |  |
| Comprehensive income attributable to owners of parent | 455,575 | $(1,960,425)$ |
| Comprehensive income attributable to non-controlling interests | - | - |


|  |  | (In thousands of yen) |
| :---: | :---: | :---: |
|  | Prior Third Quarter (From April 1, 2015 To December 30, 2015) | $\begin{gathered} \hline \text { Current Third Quarter } \\ \text { (From April 1,2016 } \\ \text { To December 30, 2016) } \end{gathered}$ |
| Cash flows from operating activities |  |  |
| Profit before income taxes | 1,269,804 | 1,881,473 |
| Depreciation | 787,319 | 691,298 |
| Amortization of goodwill | 160,872 | 157,354 |
| Gain on bargain purchase | - | $(314,000)$ |
| Increase (decrease) in provision | $(228,007)$ | $(165,001)$ |
| Share of (profit) loss of entities accounted for using equity method | $(8,006)$ | - |
| Interest and dividend income | $(28,078)$ | $(19,091)$ |
| Interest expenses | 22,315 | 27,527 |
| Foreign exchange losses (gains) | $(78,761)$ | 53,211 |
| Loss (gain) on sales and retirement of property, plant and equipment | 5,031 | 4,209 |
| Loss (gain) on sales of investment securities | $(8,403)$ | - |
| Loss (gain) on valuation of investment securities | 37,657 | - |
| Decrease (increase) in notes and accounts receivable - trade | $(532,389)$ | $(1,328,737)$ |
| Decrease (increase) in inventories | $(545,424)$ | $(1,401,084)$ |
| Increase (decrease) in notes and accounts payable trade | $(489,835)$ | 766,047 |
| Decrease (increase) in consumption taxes refund receivable | 20,867 | 151,900 |
| Other, net | $(377,935)$ | 501,238 |
| Subtotal | 7,026 | 1,006,346 |
| Interest and dividend income received | 27,560 | 19,607 |
| Interest expenses paid | $(22,315)$ | $(27,527)$ |
| Income taxes paid | $(445,777)$ | $(713,667)$ |
| Net cash provided by (used in) operating activities | $(433,505)$ | 284,759 |
| Cash flows from investing activities |  |  |
| Net decrease (increase) in short-term investment securities | $(36,173)$ | 232 |
| Purchase of property, plant and equipment | $(208,837)$ | $(296,484)$ |
| Proceeds from sales of property, plant and equipment | 4,199 | 1,212 |
| Purchase of intangible assets | $(17,353)$ | $(10,758)$ |
| Purchase of investment securities | $(100,021)$ | $(112,403)$ |
| Proceeds from sales of investment securities | 102,121 | - |
| Collection of long-term loans receivable | 82,114 | - |
| Proceeds for transfer of business | - | 306,000 |
| Other, net | $(5,690)$ | 200 |
| Net cash provided by (used in) investing activities | $(179,638)$ | $(112,001)$ |
| Cash flows from financing activities |  |  |
| Decrease in short-term loans payable | - | $(515,550)$ |
| Cash dividends paid | $(512,784)$ | $(457,986)$ |
| Proceeds from lease obligations | 13,434 | 2,926 |
| Repayments of lease obligations | $(92,788)$ | $(78,138)$ |
| Purchase of treasury shares | (177) | $(300,057)$ |
| Net cash provided by (used in) financing activities | $(592,316)$ | $(1,348,807)$ |
| Effect of exchange rate change on cash and cash equivalents | $(117,914)$ | $(557,754)$ |
| Net increase (decrease) in cash and cash equivalents | $(1,323,374)$ | (1,733,804) |
| Cash and cash equivalents at beginning of period | 8,814,280 | 8,794,795 |
| Cash and cash equivalents at end of period | 7,490,905 | 7,060,991 |

## (4) Notes to Consolidated Financial Statements

## (Going Concern Assumption)

None

## (Significant Changes in Shareholders' Equity)

None

## (Segment Information)

I. Prior third quarter (From April 1, 2015 to December 31, 2015)

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

|  | Reportable segments |  |  |  |  | Adjustment (Note) | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Global <br> Gaming | International Commercial | Domestic Commercial | Equipment for the Amusement Industry | Total |  |  |
| Net sales <br> Sales to customers Intersegment sales and transfers | 11,952,256 | $3,061,567$ | $\begin{array}{r} 1,359,299 \\ - \end{array}$ | $6,031,542$ | $22,404,666$ | - | 22,404,666 |
| Total | 11,952,256 | 3,061,567 | 1,359,299 | 6,031,542 | 22,404,666 | - | 22,404,666 |
| Segment income (loss) | 1,974,152 | 587,591 | 32,065 | 32,033 | 2,625,842 | $(1,347,154)$ | 1,278,687 |

(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, 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 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
(Significant changes in the amount of goodwill)
None

