



FACT BOOK 2018

For the Year ended March 31, 2018

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注記事項 Notes

※2016年3月期より、海外現地法人の収益及び費用の換算方法を「期末日レート」から「期中平均レート」に変更しております。この変更は遡及適用され、2015年3月期につきましては、遡及適用後の数値を記載し、対前期及び対前年同期増減率は記載していません。

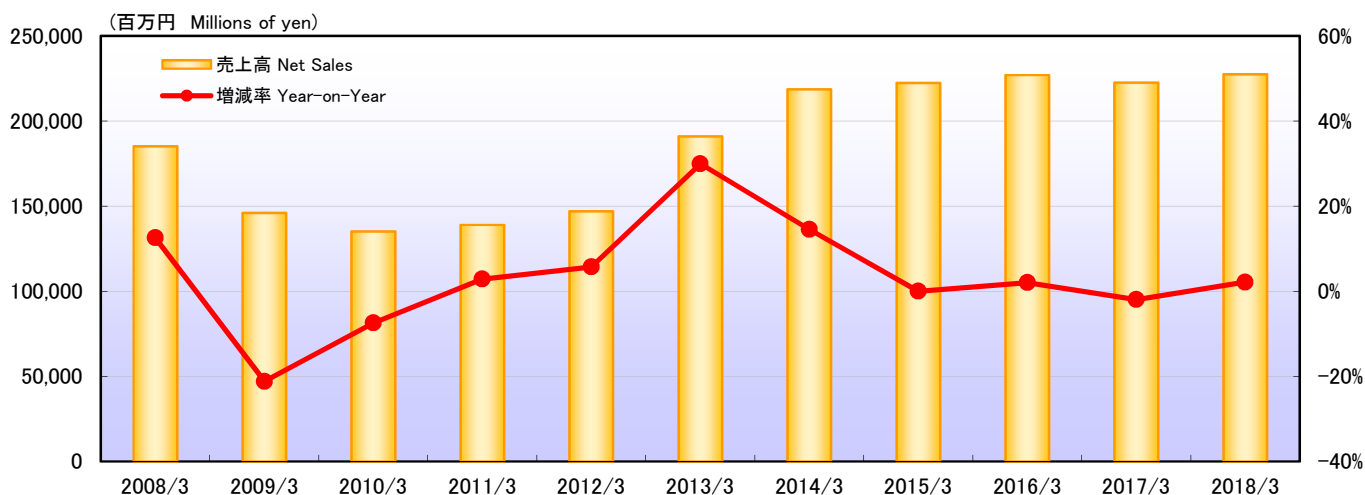
Revenue and expense accounts of consolidated foreign subsidiaries were previously translated into Japanese yen at the “current exchange rate”. From the first quarter of 2016/3, we have changed the translation method to one using the “average exchange rate” which change has been applied retrospectively. In this FACT BOOK, the financial figures for 2015/3 are based on the “average exchange rate” and, therefore, the percentage changes from 2014/3 are not provided.

※下記については、百万円以下を切り捨てた数値を基に算出しています。

増減率 (P3)、売上高比率 (P3)、売上高経常利益率・当期純利益率 (P4)、売上高研究開発費率 (P5)、売上高売上原価率・販管費率 (P6)、回転率 (P8)、研究開発費投資効率 (P9)、一人当たりの売上高 (P13)、構成比 (P14・P15)

Amounts are rounded down to the nearest million yen for calculating the following items; year-on-year rate (page3), ratios to net sales (page3), ordinary income margin (page4), net income margin (page4), R&D investment ratio (page5), cost of sales ratio to net sales (page6), SG&A expenses ratio to net sales (page6), total assets turnover (page8), current assets turnover (page8), inventory turnover (page8), R&D investment efficiency (page9), net sales per employees (page13), and composition ratios (page14-15).

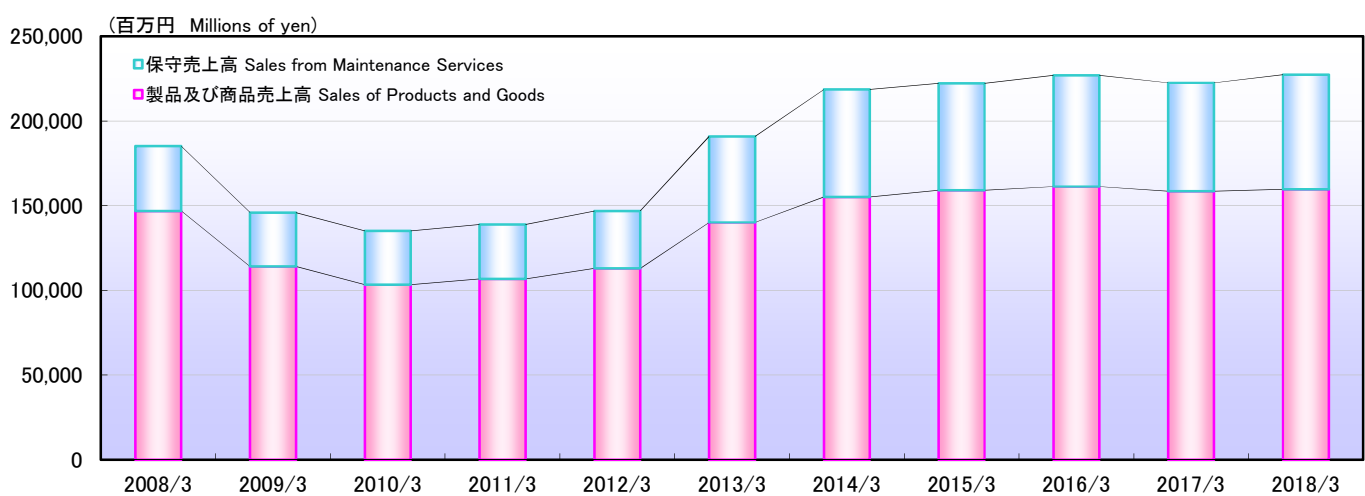
売上高 Net Sales



(百万円 Millions of yen)

決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
売上高 Net Sales	185,181	145,978	135,105	138,964	146,937	190,938	218,632	222,356	226,952	222,581	227,361
増減率 YoY	12.5%	-21.2%	-7.4%	2.9%	5.7%	29.9%	14.5%	-	2.1%	-1.9%	2.1%

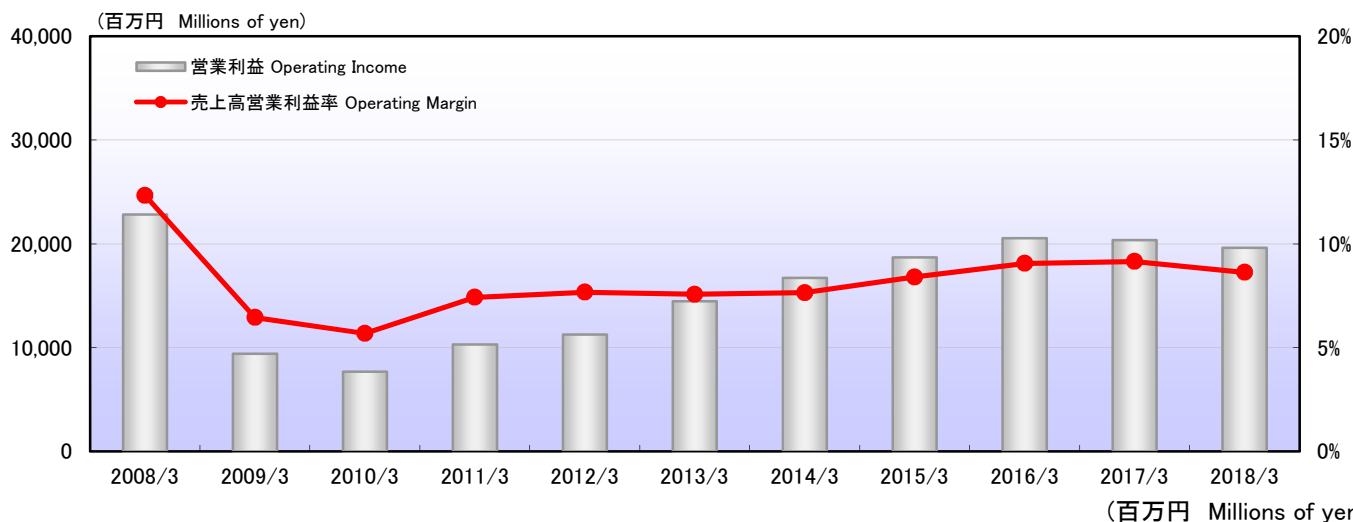
製品及び商品売上高・保守売上高 Sales of Products and Goods/Sales from Maintenance Services



(百万円 Millions of yen)

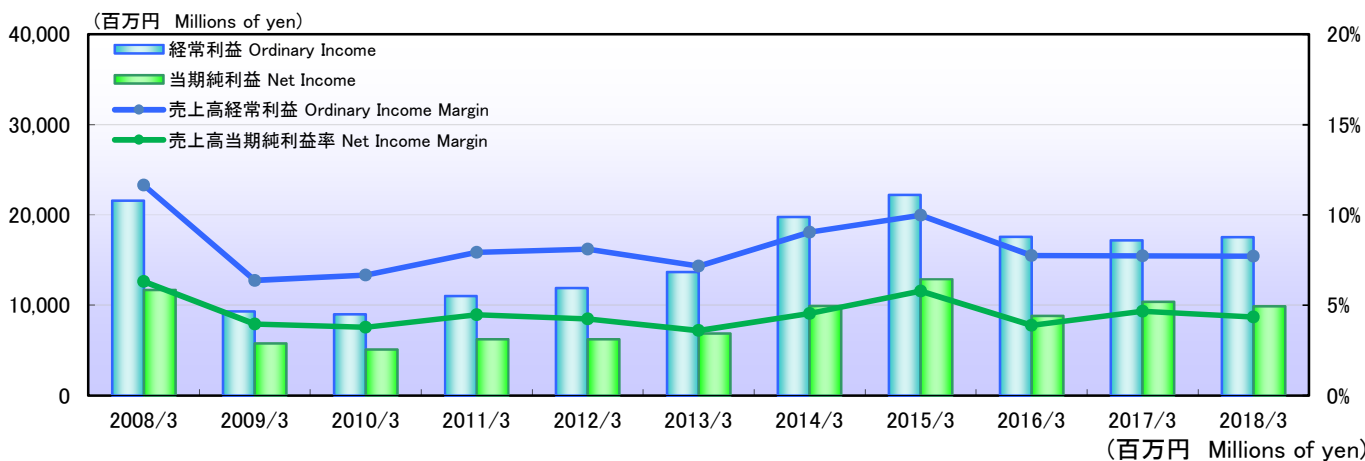
決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
製品及び商品売上高 Sales of Products and Goods	146,938	114,117	103,423	106,872	112,993	140,171	155,244	159,150	161,338	158,659	159,683
売上高比率 Ratio to Net Sales	79.3%	78.2%	76.6%	76.9%	76.9%	73.4%	71.0%	71.6%	71.1%	71.3%	70.2%
保守売上高 Sales from Maintenance Services	38,243	31,861	31,682	32,092	33,944	50,766	63,388	63,205	65,613	63,921	67,677
売上高比率 Ratio to Net Sales	20.7%	21.8%	23.4%	23.1%	23.1%	26.6%	29.0%	28.4%	28.9%	28.7%	29.8%

営業利益 Operating Income



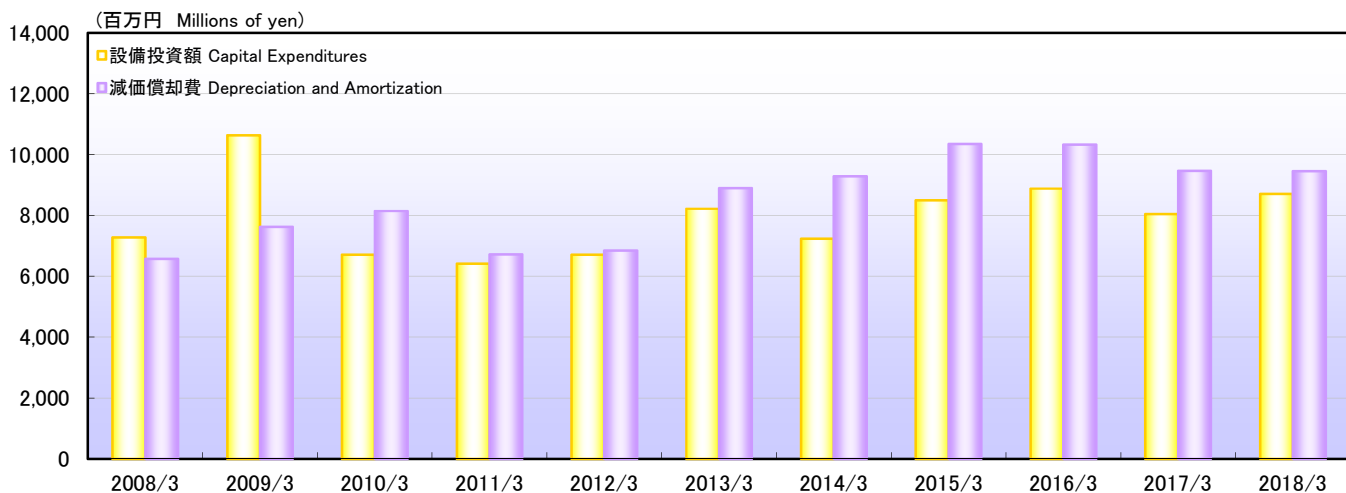
決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
営業利益 Operating Income	22,826	9,426	7,685	10,323	11,274	14,458	16,718	18,693	20,552	20,365	19,615
売上高営業利益率 Operating Margin	12.3%	6.5%	5.7%	7.4%	7.7%	7.6%	7.6%	8.4%	9.1%	9.1%	8.6%

経常利益・当期純利益 Ordinary Income/Net Income



決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
経常利益 Ordinary Income	21,582	9,309	9,011	11,028	11,908	13,695	19,764	22,211	17,583	17,205	17,553
売上高経常利益率 Ordinary Income Margin	11.7%	6.4%	6.7%	7.9%	8.1%	7.2%	9.0%	10.0%	7.7%	7.7%	7.7%
親会社株主に帰属する 当期純利益 Net income attributable to owners of parent	11,711	5,782	5,108	6,229	6,246	6,873	9,939	12,887	8,829	10,382	9,892
売上高当期純利益率 Net Income Margin	6.3%	4.0%	3.8%	4.5%	4.3%	3.6%	4.5%	5.8%	3.9%	4.7%	4.4%

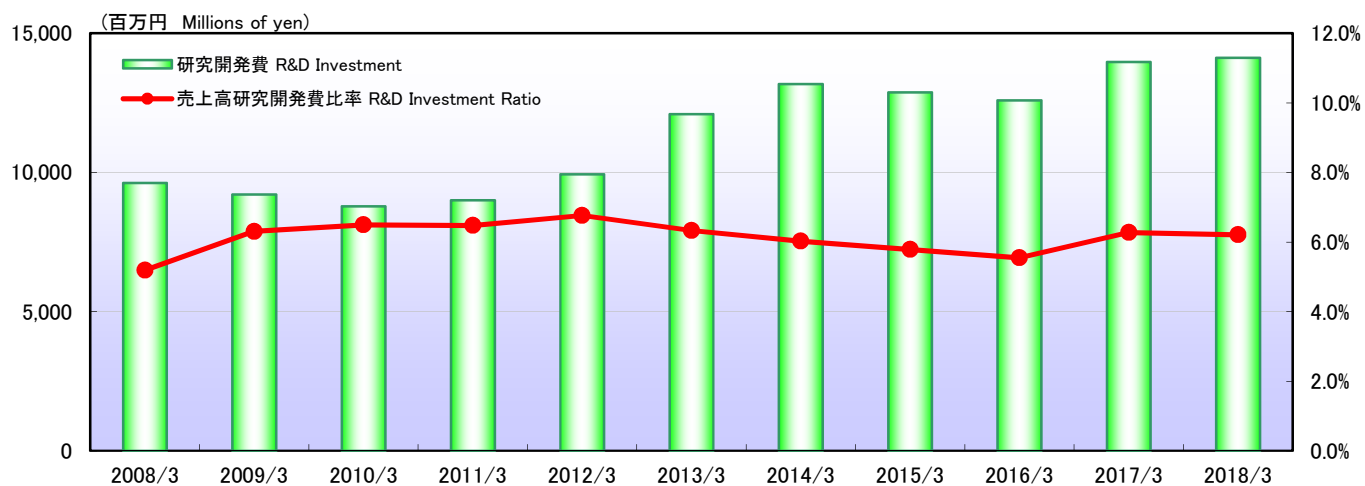
設備投資額・減価償却費 Capital Expenditures/Depreciation and Amortization



(百万円 Millions of yen)

決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
設備投資額 Capital Expenditures	7,278	10,637	6,713	6,413	6,708	8,218	7,234	8,499	8,881	8,043	8,706
減価償却費 Depreciation and Amortization	6,570	7,621	8,144	6,717	6,842	8,897	9,281	10,350	10,327	9,469	9,450

研究開発費 R&D Investment



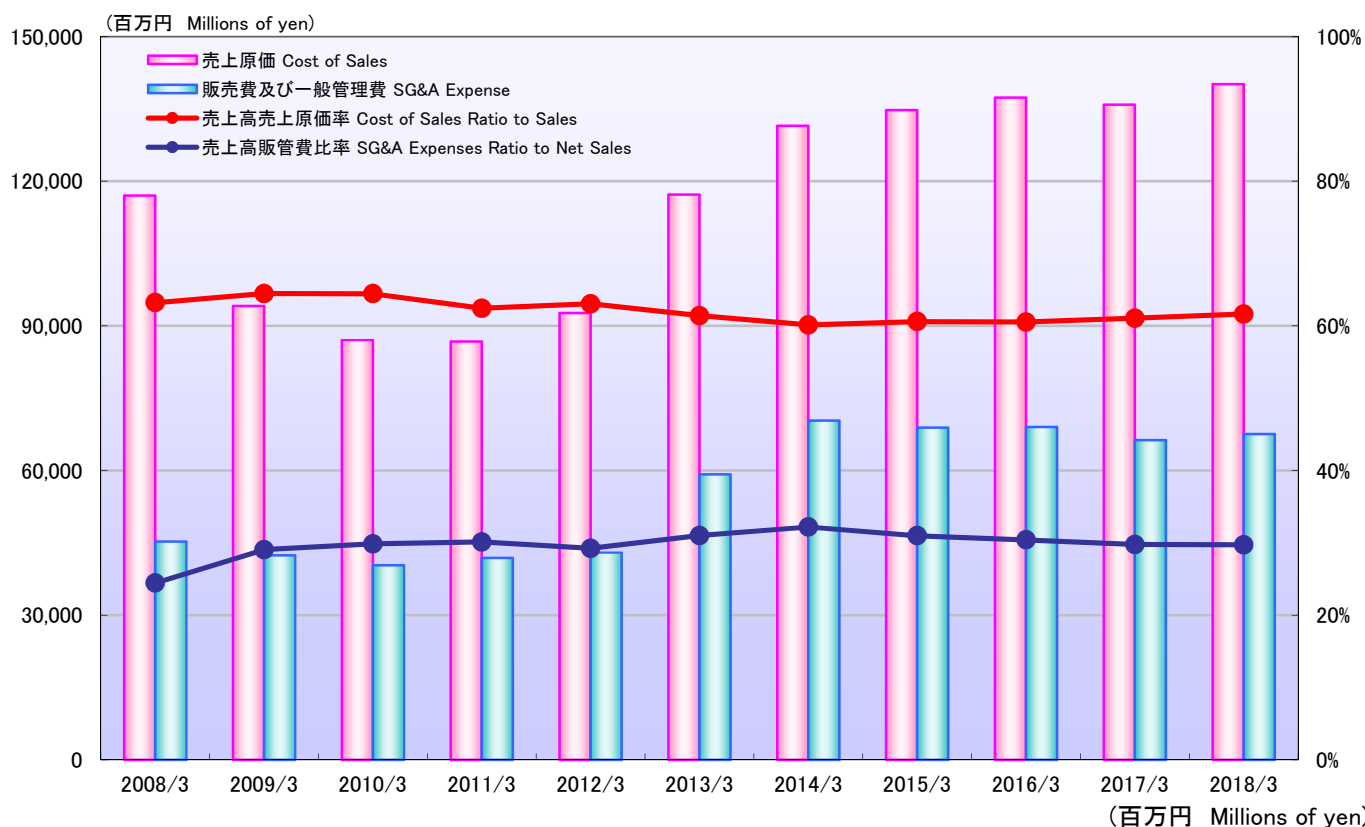
(百万円 Millions of yen)

決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
研究開発費※ R&D Investment	9,615	9,204	8,775	8,998	9,934	12,091	13,174	12,869	12,590	13,965	14,119
売上高研究開発費比率 R&D Investment Ratio	5.2%	6.3%	6.5%	6.5%	6.8%	6.3%	6.0%	5.8%	5.5%	6.3%	6.2%

※ 研究開発費の8割以上をグローリー(株)が占めています。

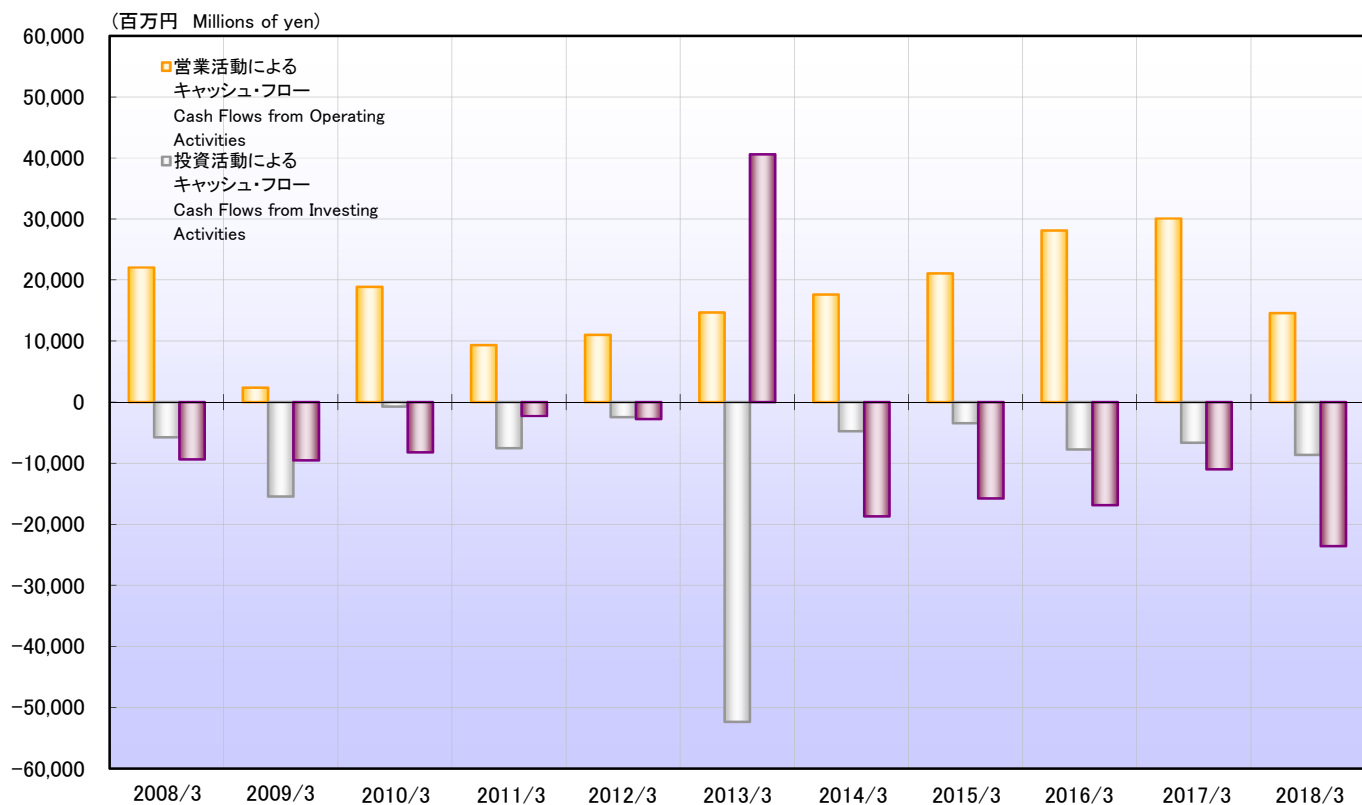
More than 80% of R&D investment are for GLORY LTD.

売上原価、販売費及び一般管理費 Cost of Sales/Selling General and Administrative Expenses



決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
売上原価 Cost of Sales	117,066	94,115	87,074	86,757	92,672	117,266	131,512	134,757	137,357	135,907	140,174
売上高売上原価率 Cost of Sales Ratio to Net Sales	63.2%	64.5%	64.4%	62.4%	63.1%	61.4%	60.2%	60.6%	60.5%	61.1%	61.7%
販売費及び一般管理費 SG&A Expenses	45,288	42,436	40,345	41,883	42,990	59,213	70,401	68,905	69,042	66,307	67,570
売上高販管費比率 SG&A Expenses Ratio to Net Sales	24.5%	29.1%	29.9%	30.1%	29.3%	31.0%	32.2%	31.0%	30.4%	29.8%	29.7%

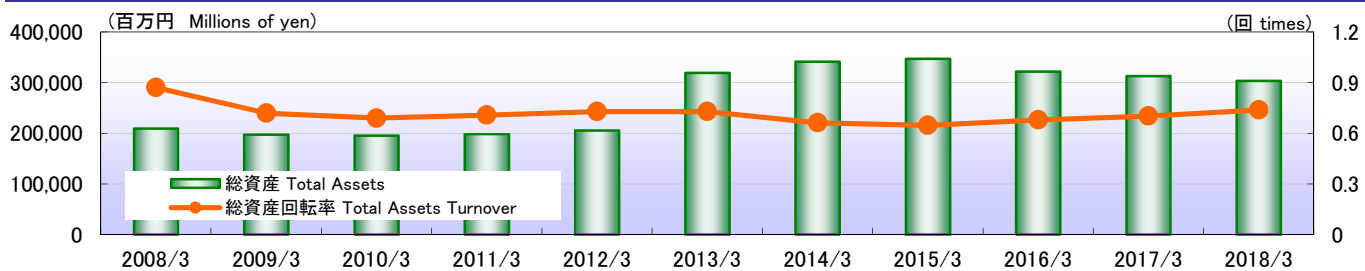
キャッシュ・フロー Cash Flows



(百万円 Millions of yen)

	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
営業活動による キャッシュ・フロー Cash Flows from Operating Activities	22,064	2,401	18,873	9,346	11,018	14,704	17,623	21,106	28,142	30,087	14,585
投資活動による キャッシュ・フロー Cash Flows from Investing Activities	-5,743	-15,465	-731	-7,535	-2,429	-52,336	-4,770	-3,425	-7,714	-6,632	-8,609
財務活動による キャッシュ・フロー Cash Flows from Financing Activities	-9,352	-9,543	-8,197	-2,259	-2,761	40,604	-18,708	-15,749	-16,844	-10,964	-23,574

総資産回転率 Total Assets Turnover



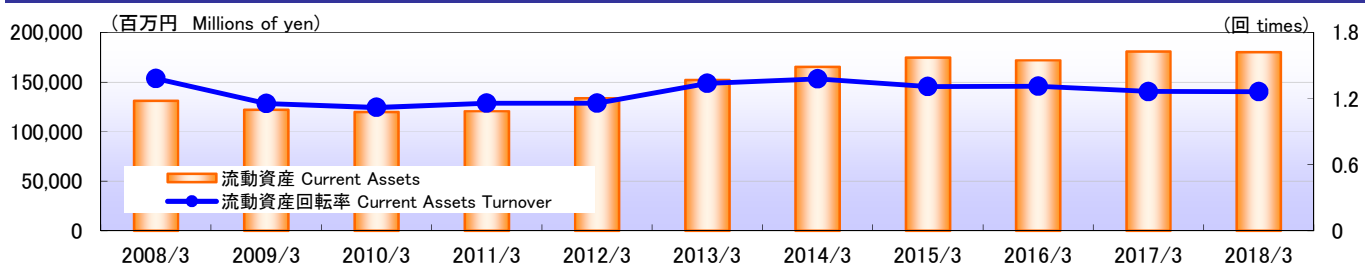
(百万円 Millions of yen)

決算期 (Fiscal Year)	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
総資産 (Total Assets)	209,236	196,797	194,983	198,019	205,244	319,077	340,943	346,613	321,672	312,821	302,953
総資産回転率 (回)※ (Total Assets Turnover)	0.87	0.72	0.69	0.71	0.73	0.73	0.66	0.65	0.68	0.70	0.74

※ 総資産回転率=当期売上高/((前期総資産+当期総資産)/2)

Total Assets Turnover=Net sales / Average of total assets at the beginning and end of the fiscal year

流動資産回転率 Current Assets Turnover



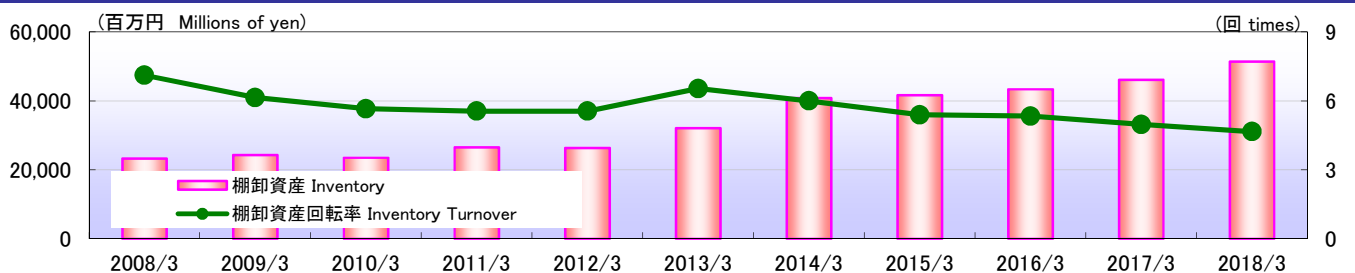
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決算期 (Fiscal Year)	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
流動資産 (Current Assets)	130,875	121,968	119,621	120,520	133,556	151,870	165,295	174,654	171,811	180,597	180,037
流動資産回転率 (回)※ (Current Assets Turnover)	1.38	1.15	1.12	1.16	1.16	1.34	1.38	1.31	1.31	1.26	1.26

※ 流動資産回転率=当期売上高/((前期流動資産+当期流動資産)/2)

Current Assets Turnover=Net Sales / Average of current assets at the beginning and end of the fiscal year

棚卸資産回転率 Inventory Turnover



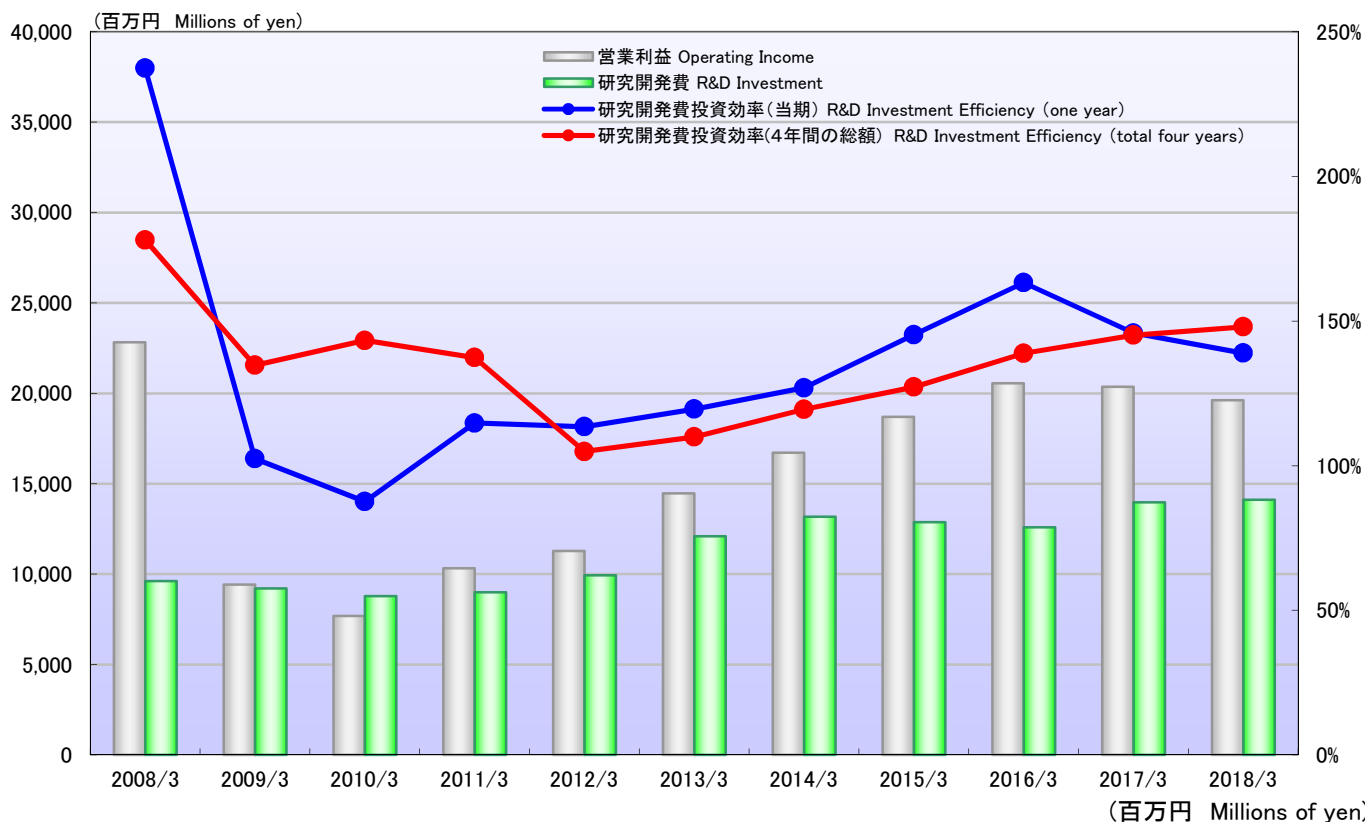
(百万円 Millions of yen)

決算期 (Fiscal Year)	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
棚卸資産 (Inventory)	23,258	24,290	23,494	26,541	26,365	32,073	40,833	41,631	43,370	46,126	51,362
棚卸資産回転率 (回)※ (Inventory Turnover)	7.12	6.14	5.65	5.55	5.55	6.53	6.00	5.39	5.34	4.97	4.66

※ 棚卸資産回転率=当期売上高/((前期棚卸資産+当期棚卸資産)/2)

Inventory Turnover=Net Sales / Average of inventory at the beginning and end of the fiscal year

研究開発費投資効率 R&D Investment Efficiency



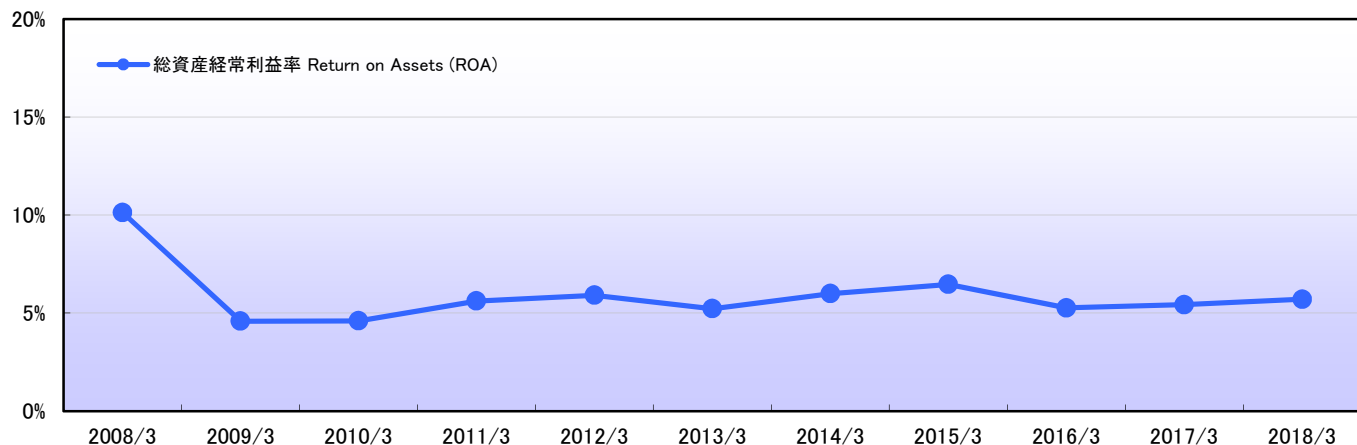
決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
営業利益 Operating Income	22,826	9,426	7,685	10,323	11,274	14,458	16,718	18,693	20,552	20,365	19,615
研究開発費 R&D Investment	9,615	9,204	8,775	8,998	9,934	12,091	13,174	12,869	12,590	13,965	14,119
研究開発費 ※1 投資効率(当期) R&D Investment Efficiency (one year)	237.4%	102.4%	87.6%	114.7%	113.5%	119.6%	126.9%	145.3%	163.2%	145.8%	138.9%
研究開発費 ※2 投資効率(4年間) R&D Investment Efficiency (total four years)	178.0%	134.7%	143.3%	137.4%	104.9%	109.9%	119.4%	127.2%	138.8%	145.1%	148.0%
①	73,793	50,665	52,897	50,260	38,708	43,740	52,773	61,143	70,421	76,328	79,225
②	41,465	37,621	36,922	36,592	36,911	39,798	44,197	48,068	50,724	52,598	53,543

①: 4年間の営業利益総額 Operating Income (total four years) ②: 4年間の研究開発費総額 R&D Investment (total four years)

※1 研究開発費投資効率(当期) = 営業利益 / 研究開発費
R&D Investment Efficiency (one year) = Operating Income / R&D Expenses

※2 研究開発費投資効率(4年間の総額) = ①4年間の営業利益総額 / ②4年間の研究開発費総額
R&D Investment Efficiency (Total of four years)
= ①Operating Income (total four years) / ②R&D Investment (total four years)

総資産経常利益率 Return on Assets (ROA)



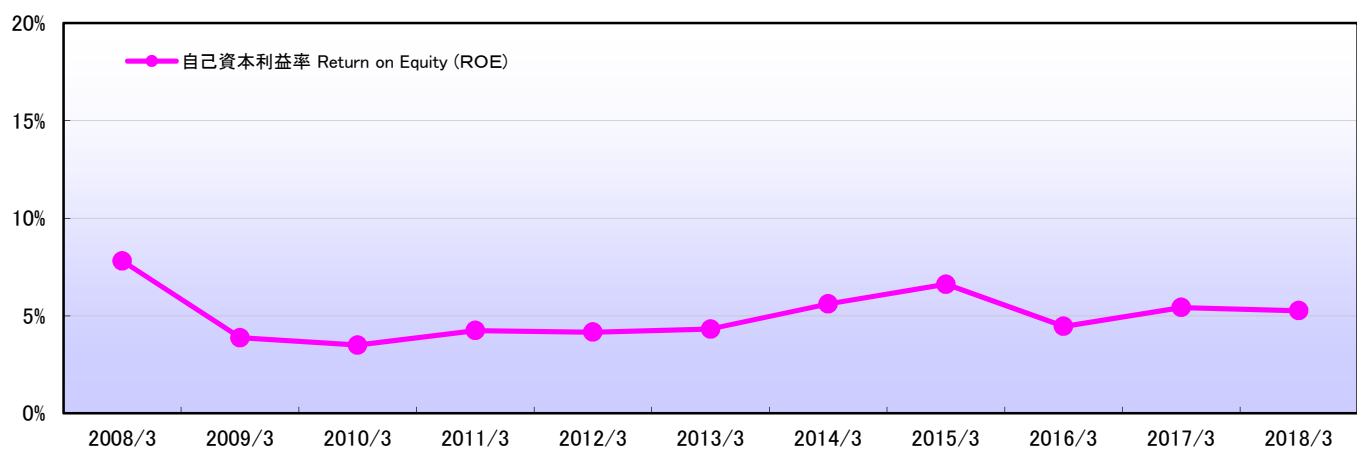
(百万円 Millions of yen)

決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
総資産経常利益率※ (ROA) Return on Assets	10.1%	4.6%	4.6%	5.6%	5.9%	5.2%	6.0%	6.5%	5.3%	5.4%	5.7%
経常利益 Ordinary Income	21,582	9,309	9,011	11,028	11,908	13,695	19,764	22,211	17,583	17,205	17,553
総資産 Total Assets	209,236	196,797	194,983	198,019	205,244	319,077	340,943	346,613	321,672	312,821	302,953

※ 総資産経常利益率 = 当期経常利益 / ((前期総資産 + 当期総資産) / 2)

Return on Assets = Ordinary income / Average of total assets at the beginning and end of the fiscal year

自己資本当期純利益率 Return on Equity (ROE)



(百万円 Millions of yen)

決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
自己資本当期純利益率※ (ROE) Return on Equity	7.8%	3.9%	3.5%	4.2%	4.2%	4.3%	5.6%	6.6%	4.5%	5.4%	5.3%
親会社株主に帰属する 当期純利益 Net income attributable to owners of parent	11,711	5,782	5,108	6,229	6,246	6,873	9,939	12,887	8,829	10,382	9,892
自己資本 Ownership Equity	151,315	147,176	145,345	148,485	151,891	166,664	188,199	201,431	194,840	187,949	187,780

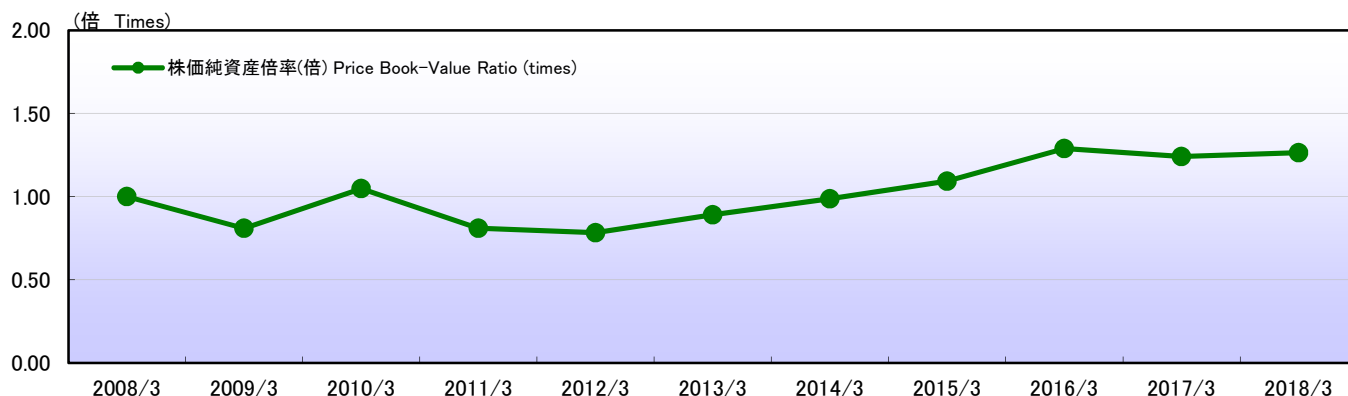
※ 自己資本当期純利益率 = 当期純利益 / ((前期自己資本 + 当期自己資本) / 2)

ROE = Net income / Average of ownership equity at the beginning and end of the fiscal year

自己資本 = 純資産 - 少数株主持分

Ownership equity = Net assets - Minority interests

株価純資産倍率 Price Book-Value Ratio (PBR)



決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
株価純資産倍率(倍) Price Book-Value Ratio (times) ※1	1.00	0.81	1.05	0.81	0.78	0.89	0.99	1.09	1.29	1.24	1.26
株価(円) Stock Price (yen) ※2	2,120	1,747	2,322	1,831	1,811	2,259	2,829	3,350	3,825	3,650	3,795
1株当たり純資産(円) Book-Value per Share (yen) ※3	2,110.69	2,155.17	2,212.63	2,260.47	2,312.33	2,537.23	2,865.09	3,066.53	2,966.22	2,939.78	3,003.62

※1 株価純資産倍率=株価/1株当たり純資産

Price Book-Value Ratio=Stock Price / Book-Value per Share (BPS)

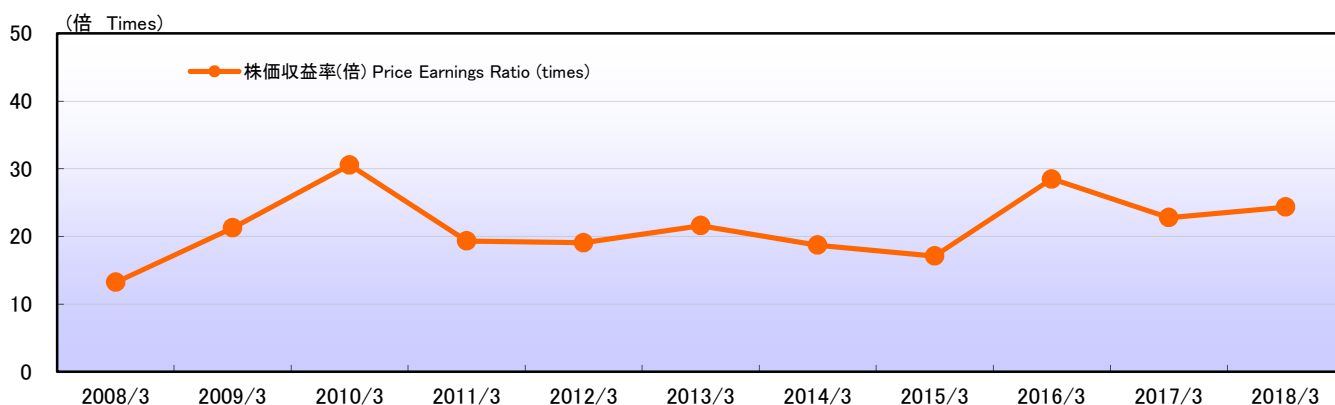
※2 各期の期末株価

Stock price is as of each fiscal year end.

※3 1株当たり純資産=純資産/(期末発行済株式総数-期末自己株式数)

BPS=Net Assets / (Numbers of shares issued at the end of each fiscal year - Number of treasury shares at the end of each fiscal year)

株価収益率 Price Earnings Ratio (PER)



決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
株価収益率(倍) ※1 Price Earnings Ratio (times)	13.2	21.3	30.6	19.3	19.0	21.6	18.7	17.1	28.5	22.8	24.3
株価(円) ※2 Stock Price (yen)	2,120	1,747	2,322	1,831	1,811	2,259	2,829	3,350	3,825	3,650	3,795
1株当たり 当期純利益(円) Earnings per Share (yen) ※3	160.70	82.15	76.00	94.83	95.09	104.64	151.31	196.19	134.38	160.35	155.96

※1 株価収益率 = 株価/1株当たり当期純利益

PER=Stock Price / Earnings per Share (EPS)

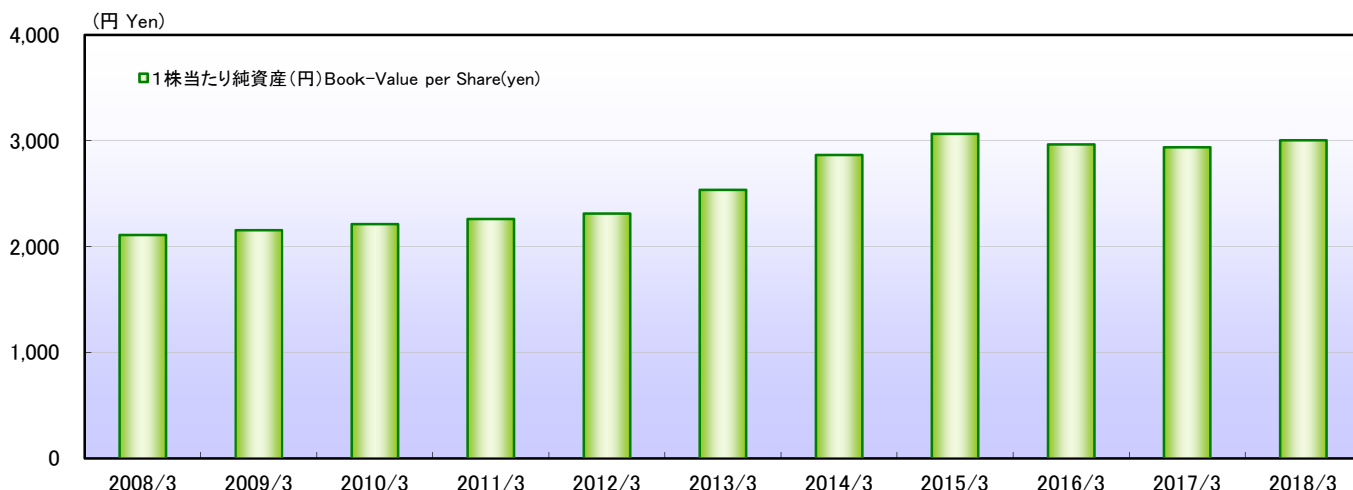
※2 各期の期末株価

Stock price is as of each fiscal year end.

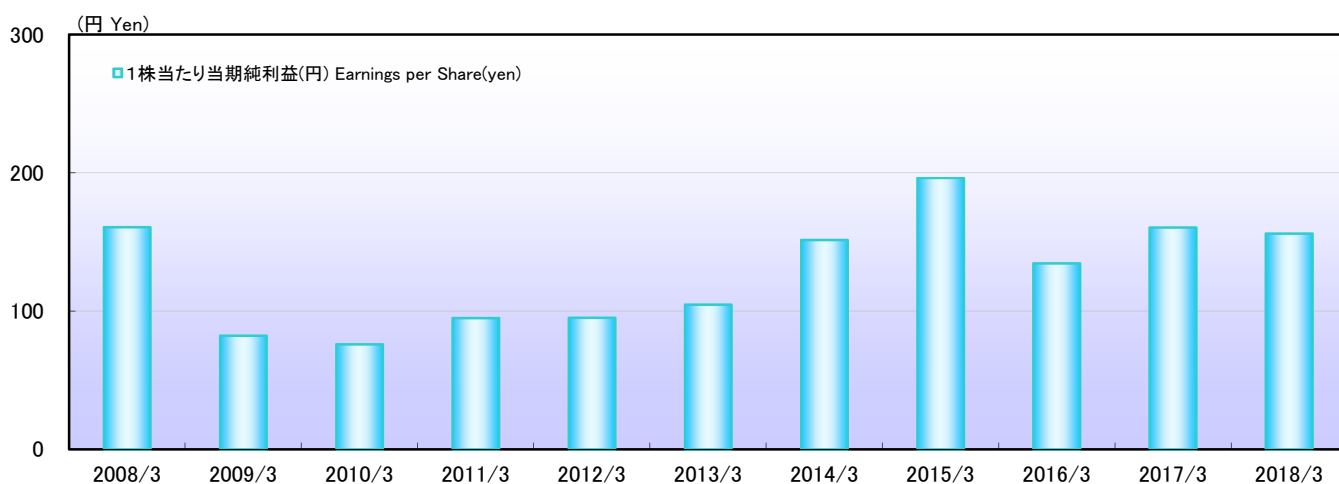
※3 1株当たり当期純利益 = 当期純利益/期中平均株式数

EPS=Net Income / Average number of shares during each fiscal year

一株当たりの純資産 Book-Value per Share (BPS)



一株当たりの当期純利益 Earnings per Share (EPS)



決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
1株当たり純資産(円) Book-Value per Share (yen) ※1	2,110.69	2,155.17	2,212.63	2,260.47	2,312.33	2,537.23	2,865.09	3,066.53	2,966.22	2,939.78	3,003.62
1株当たり当期純利益(円) Earnings per Share (yen) ※2	160.70	82.15	76.00	94.83	95.09	104.64	151.31	196.19	134.38	160.35	155.96
配当性向(%) ※3 Payout Ratio (%)	24.9	36.5	43.4	39.0	44.2	42.0	32.4	27.5	41.7	37.4	52.6
配当利回り(%) ※4 Dividend Yield (%)	1.89	1.72	1.42	2.02	2.32	1.95	1.73	1.61	1.46	1.64	2.16
1株当たり配当額(円) Dividends per Share (yen)	40	30	33	37	42	44	49	54	56	60	82
発行済株式総数(株) Numbers of Shares Issued	72,838,210	69,838,210	69,838,210	68,638,210	68,638,210	68,638,210	68,638,210	68,638,210	68,638,210	68,638,210	68,638,210

※1 1株当たり純資産＝純資産／(期末発行済株式総数-期末自己株式数)

BPS=Net Assets / (Numbers of shares issued at the end of each fiscal year - Number of treasury shares at the end of each fiscal year)

※2 1株当たり当期純利益＝当期純利益／期中平均株式数

EPS=Net Income / Average number of shares during each fiscal year

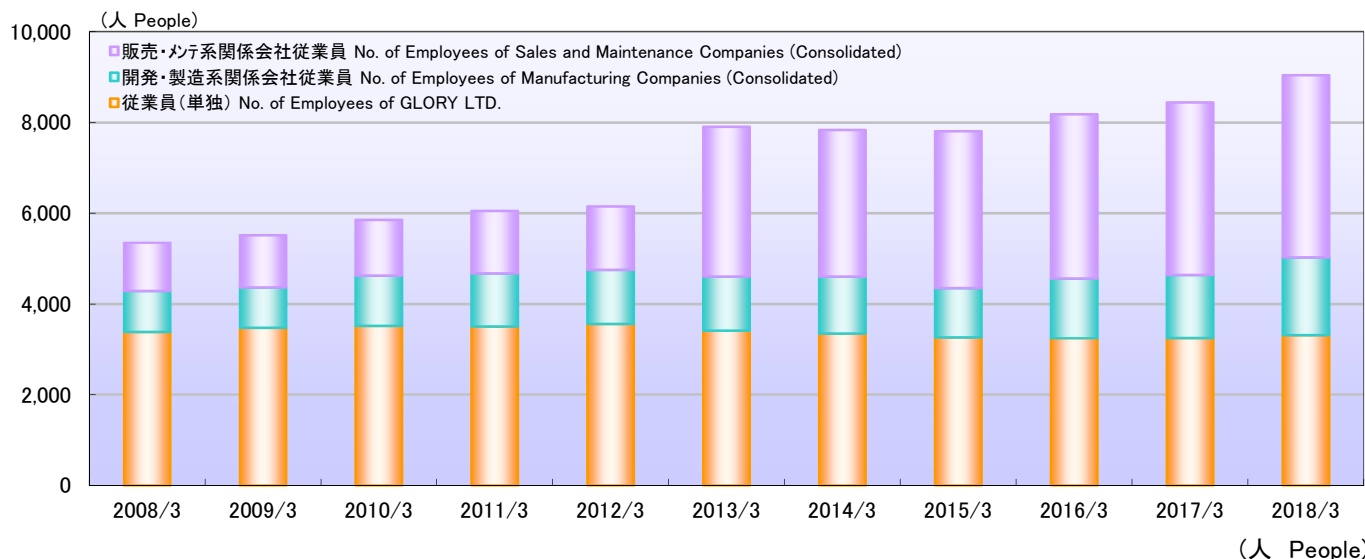
※3 配当性向＝1株当たり配当額／1株当たり当期純利益

Payout Ratio=Dividends per Share / Earnings per Share

※4 配当利回り＝1株当たり配当額／期末株価

Dividend Yield=Dividends per Share / Stock Price at the end of each fiscal year

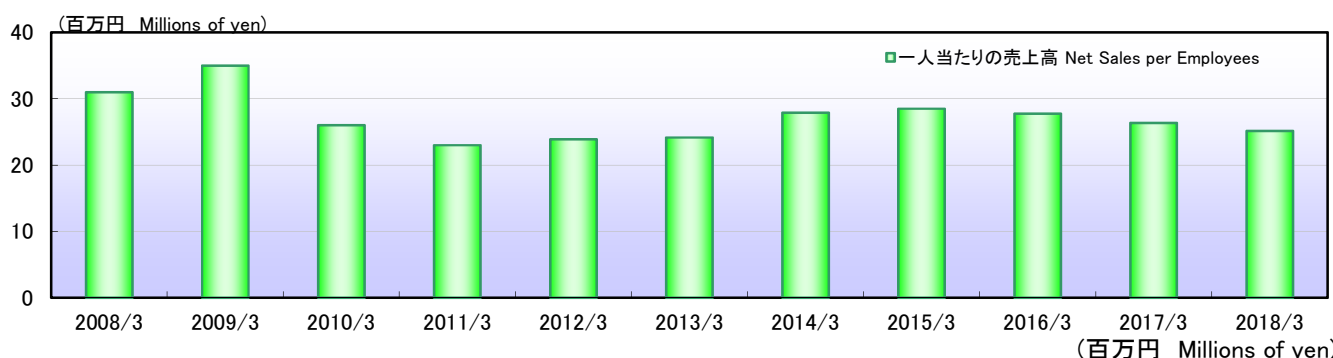
従業員数 Number of Employees



決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
グループ従業員 (連結対象) No. of Employees of Group Companies (Consolidated)	5,346	5,510	5,848	6,046	6,149	※1 7,903	7,833	7,802	8,177	8,440	9,040
従業員(単独) No. of Employees of GLORY LTD.	3,380	3,472	3,516	3,504	3,561	3,412	3,349	3,262	3,244	3,246	3,314
開発・製造系関係会社 従業員 No. of Employees of Manufacturing Companies	905	887	1,110	1,168	1,192	1,193	1,255	1,083	1,314	1,388	1,709
販売・メンテナンス系関係会社 従業員 No. of Employees of Sales and Maintenance Companies	1,061	1,151	1,222	1,374	1,396	※1 3,298	3,229	3,457	3,619	3,806	4,017

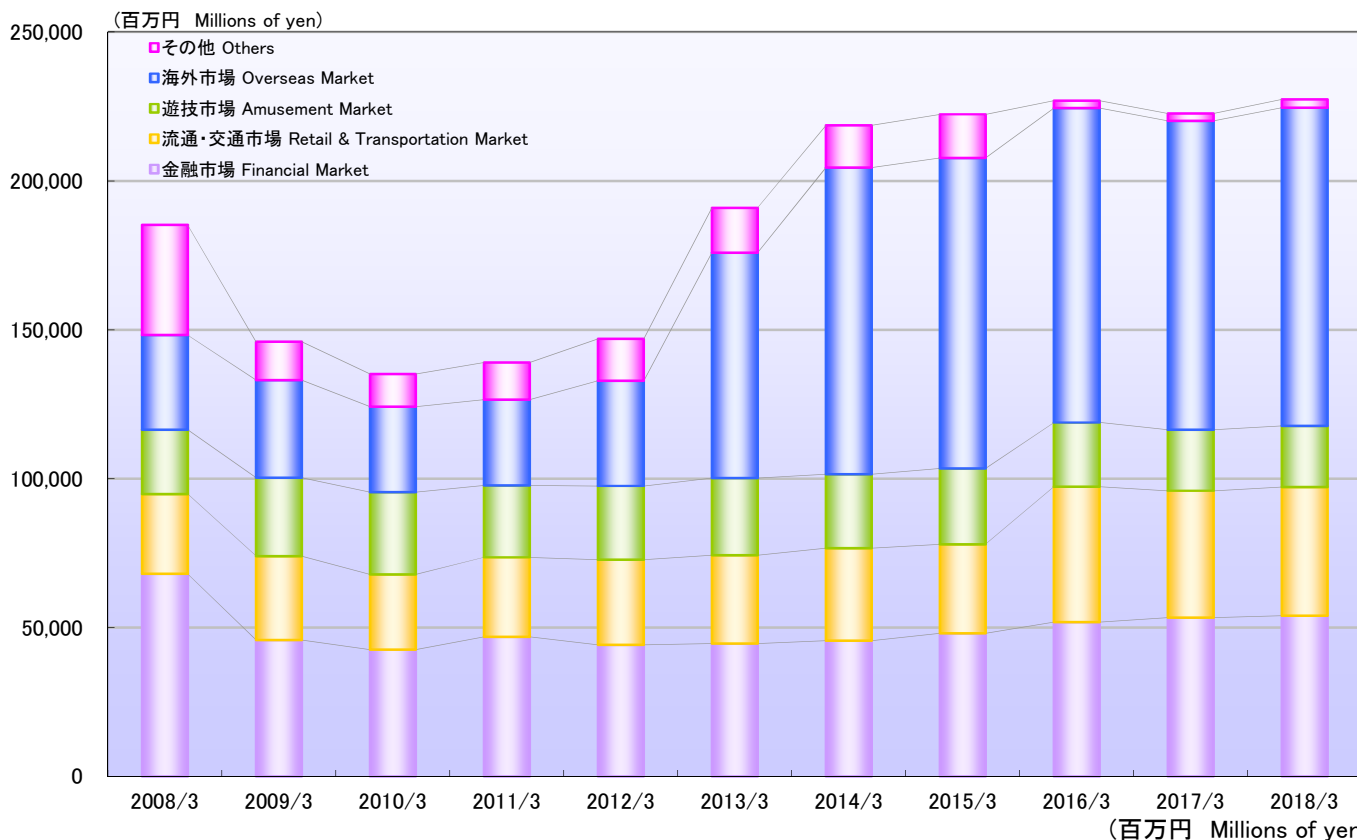
※1 Talaris Topco Limitedを買収したことにより増加しています。
 The number of employees increased due to acquisition of Talaris Topco Limited in 2013/3.

一人当たりの売上高 Net Sales per Employees



決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
一人当たりの売上高(連結) Net Sales per Employees (Consolidated)	31	35	26	23	24	24	28	28	28	26	25

セグメント別売上高 Sales by Business Segment



決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
金融市場 ※1 Financial Market	68,030	45,829	42,630	46,936	44,191	44,679	45,654	48,116	51,819	53,301	53,970
	36.7%	31.4%	31.6%	33.8%	30.1%	23.4%	20.9%	21.6%	22.8%	23.9%	23.7%
流通・交通市場 ※1 Retail & Transportation Market	26,838	28,191	25,208	26,666	28,566	29,670	31,007	29,886	45,531	42,657	43,216
	14.5%	19.3%	18.7%	19.2%	19.4%	15.5%	14.2%	13.4%	20.1%	19.2%	19.0%
遊技市場 Amusement Market	21,558	26,318	27,592	24,161	24,811	25,845	24,811	25,432	21,506	20,434	20,570
	11.6%	18.0%	20.4%	17.4%	16.9%	13.5%	11.3%	11.4%	9.5%	9.2%	9.0%
海外市場 ※1 Overseas Market	31,784	32,784	28,712	28,753	35,306	75,688	103,002 ※2	104,241	105,595	103,787	106,758
	17.2%	22.5%	21.3%	20.7%	24.0%	39.6%	47.1%	46.9%	46.5%	46.6%	47.0%
その他 Others	36,971	12,856	10,961	12,446	14,062	15,055	14,156	14,679	2,498	2,400	2,845
	20.0%	8.8%	8.1%	9.0%	9.6%	7.9%	6.5%	6.6%	1.1%	1.1%	1.3%
売上高 Net Sales	185,181	145,978	135,105	138,964	146,937	190,938	218,632	222,356	226,952	222,581	227,361
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

※1 2017/3より、以下の通り製品のセグメント分類を変更いたしました。2016/3の実績につきましては、遡及適用後の数値を記載しております。

1. 当選金払出ユニット:「その他」→「金融市場」

2. たばこ販売機、診療費支払機、社員食堂システム及び自書式投票用紙分類機:「その他」→「流通・交通市場」

From 2017/3, the following products has been reclassified as below:

1. Banknote recycling modules for horse race ticket vending machines: from "Others" to "Financial market"

2. Cigarette vending machines, medical payment kiosks, RFID self-checkout systems for cafeterias, ballot sorters for handwritten ballots:

from "Others" to "Retail and transportation market"

The financial figures for 2016/3 are based on the new segment classification.

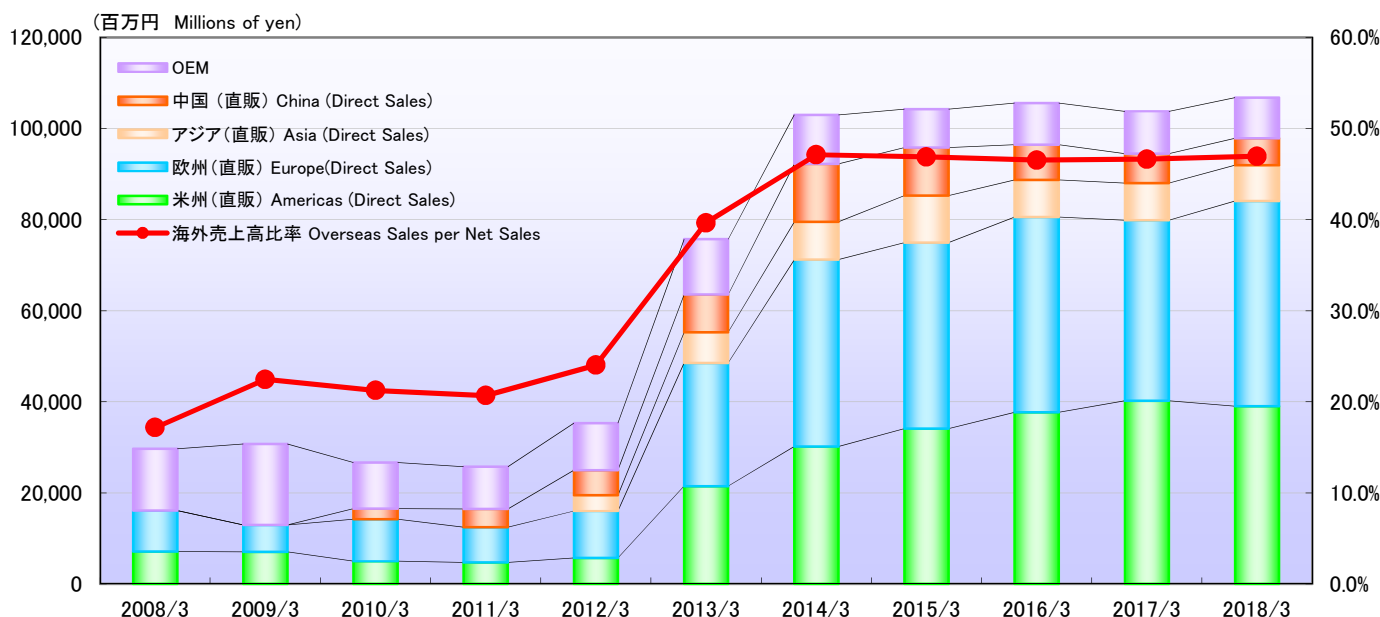
パーセントは売上高に対する比率です。

Each percentage shows segment sales ratio to net sales.

※2 Talaris Topco Limitedを買収したことにより増加しています。

The number of employees increased due to acquisition of Talaris Topco Limited in 2013/3.

海外売上高 Overseas Sales by Geographical Segment



決算期 Fiscal Year	2008/3 (H20/3)	2009/3 (H21/3)	2010/3 (H22/3)	2011/3 (H23/3)	2012/3 (H24/3)	2013/3 (H25/3)	2014/3 (H26/3)	2015/3 (H27/3)	2016/3 (H28/3)	2017/3 (H29/3)	2018/3 (H30/3)
米州 Americas	8,666	9,251	7,805	5,988	8,493	24,499	-	-	-	-	-
直販 Direct Sales	7,122	7,069	4,983	4,763	5,742	21,489	30,157	34,092	37,692	40,230	39,008
OEM ※2 OEM	1,543	2,182	2,822	1,225	2,751	3,010	-	-	-	-	-
欧州 Europe	19,949	20,348	15,485	14,710	16,335	33,289	-	-	-	-	-
直販 Direct Sales	8,988	5,901	9,256	7,732	10,271	27,045	41,053	40,853	42,857	39,659	45,063
OEM ※2 OEM	10,961	14,447	6,229	6,978	6,064	6,243	-	-	-	-	-
アジア Asia	3,169	3,186	5,422	8,054	10,477	17,899	-	-	-	-	-
直販 Direct Sales	2,074	2,040	4,340	6,951	8,984	15,011	21,012	20,884	15,910	14,590	13,755
内 中国 ※1 China	-	-	2,317	3,960	5,523	8,274	12,736	10,570	7,724	6,437	5,912
OEM ※2 OEM	1,095	1,146	1,082	1,103	1,493	2,887	-	-	-	-	-
海外売上高(合計) Overseas Sales (total)	31,784	32,785	28,712	28,753	35,306	75,688	103,002	104,241	105,595	103,787	106,758
直販 Direct Sales	18,185	15,010	18,579	19,447	24,997	63,547	92,224	95,830	96,460	94,481	97,828
OEM OEM	13,599	17,774	10,133	9,306	10,309	12,141	10,778	8,411	9,135	9,306	8,930
海外売上高比率 Overseas Sales per Net Sales	17.2%	22.5%	21.3%	20.7%	24.0%	39.6%	47.1%	46.9%	46.5%	46.6%	47.0%
国内売上高 Domestic Sales	153,397	113,193	106,393	110,211	111,631	115,250	115,630	118,115	121,357	118,794	120,603

※1 中国(直販)売上高は、2010/3より連結決算に組み込まれています。

Direct sales in China was included in consolidated accounting from 2010/3.

※2 地域別のOEM売上高は、2014/3より公表しておりません。

OEM sales of each geographical segment are not disclosed from 2014/3.

パーセントは海外売上高に対する比率です。

Each percentage shows sales per overseas sales.

※3 Talaris Topco Limitedを買収したことにより増加しています。

The number of employees increased due to acquisition of Talaris Topco Limited in 2013/3.