

2012年3月期(平成24年3月期) 第3四半期 決算短信 補足資料

Supplementary Explanation of Consolidated Financial Results
for the Third Quarter of Fiscal Year Ending March 31, 2012

1.セグメントの概要 Outline of business segments

セグメント分類 Business segments	セグメントの概要 Outline of business segments
金融市場 Financial market	国内の金融機関、日本郵政、OEM先等への販売・保守 Sales and maintenance services to domestic financial institutions, Japan Post Bank, OEM clients, and others.
流通・交通市場 Retail and transportation market	国内のスーパーマーケット、百貨店、警備輸送会社、鉄道会社等への販売・保守 Sales and maintenance services to domestic supermarkets, department stores, cash-in-transit companies, railroad companies, and others.
遊技市場 Amusement market	国内の遊技場(パチンコホール等)への販売・保守 Sales and maintenance services to domestic amusement halls (pachinko parlors), and others.
海外市場 Overseas market	海外の金融機関、警備輸送会社、カジノ、OEM先等への販売・保守 Sales and maintenance services to financial institutions abroad, cash-in-transit companies, casinos, OEM clients, and others.
その他 Others	国内のたばこ販売店、たばこメーカー、病院、自治体、企業等への販売・保守 Sales and maintenance services to tobacco kiosks in Japan, and tobacco companies, hospitals, government offices, general companies, and others.

2.主要な製品及び商品 Main products and goods

セグメント分類 Business segments	主要な製品及び商品 Main products and goods
金融市場 Financial market	オープン出納システム、窓口用紙幣・硬貨入出金機、硬貨包装機、自動精査現金バス、紙幣入金整理機、多能式紙幣両替機、鍵管理機 Open teller systems, banknote and coin recyclers for tellers, coin wrappers, cash monitoring cabinets, banknote sorters, multi-functional banknote changers, key management systems.
流通・交通市場 Retail and transportation market	紙幣・硬貨レジつり銭機、小型入金機、店舗入金機、多能式紙幣両替機、小型現金管理機、コインロッカー Coin and banknote recyclers, sales proceeds deposit machines, sales proceeds deposit machines for cash-in-transit companies, multi-functional banknote changers, cash recyclers for gas stations, coin-operated lockers.
遊技市場 Amusement market	カードシステム、各台計数機、紙幣搬送システム、ホール会員管理システム、景品保管機、玉・メダル計数機 Card systems for pachinko parlors, pachinko ball counters for each pachinko machines, banknote conveyor systems, membership management systems for pachinko parlors, pachinko prize dispensing machines, pachinko ball/token counters.
海外市場 Overseas market	ATM用紙幣入金ユニット、紙幣整理機、紙幣入金機、窓口用紙幣入出金機、紙幣・硬貨レジつり銭機、硬貨包装機 Banknote deposit units for ATMs, banknote sorters, banknote counters, banknote recyclers for tellers, coin and banknote recyclers, coin wrappers.
その他 Others	たばこ販売機、券売機、社員食堂システム、診療費支払機、自書式投票用紙分類機 Cigarette vending machines, ticket vending machines, RFID self-checkout systems for cafeterias, medical payment kiosks, ballot sorters for handwritten ballots.

3.業績の推移 Consolidated financial results

《第3四半期累計期間》 Third Quarter

百万円 (Millions of yen)

	2010/3 3Q累計期間 (FY09 Q1-Q3)	増減率 YoY	2011/3 3Q累計期間 (FY10 Q1-Q3)	増減率 YoY	2012/3 3Q累計期間 (FY11 Q1-Q3)	増減率 YoY
売上高 Net sales	96,320	-11.7%	99,469	3.3%	103,579	4.1%
内 保守売上高 Maintenance services	23,566	-2.0%	23,832	1.1%	25,235	5.9%
営業利益 Operating income	5,158	-42.3%	7,401	43.5%	7,320	-1.1%
経常利益 Ordinary income	6,359	-27.0%	7,784	22.4%	7,706	-1.0%
四半期純利益 Net income	3,626	-36.0%	4,427	22.1%	3,646	-17.6%

《通期》 Full year

百万円 (Millions of yen)

	2010/3 通期 (FY09)	増減率 YoY	2011/3 通期 (FY10)	増減率 YoY	2012/3 通期予想 (FY11 Forecast)	増減率 YoY
売上高 Net sales	135,105	-7.4%	138,964	2.9%	145,000	4.3%
内 保守売上高 Maintenance services	31,682	-0.6%	32,092	1.3%	33,600	4.7%
営業利益 Operating income	7,685	-18.5%	10,323	34.3%	11,000	6.6%
経常利益 Ordinary income	9,011	-3.2%	11,028	22.4%	11,000	-0.3%
当期純利益 Net income	5,108	-11.7%	6,229	21.9%	6,500	4.4%

4.セグメント別売上高・営業利益の推移 Sales and operating income by business segment

《第3四半期累計期間》 Third Quarter

百万円 (Millions of yen)

	2010/3 3Q累計期間 (FY09 Q1-Q3)		2011/3 3Q累計期間 (FY10 Q1-Q3)				2012/3 3Q累計期間 (FY11 Q1-Q3)			
	売上高 Sales	営業利益 Operating income	売上高 Sales	増減率 YoY	営業利益 Operating income	増減率 YoY	売上高 Sales	増減率 YoY	営業利益 Operating income	増減率 YoY
金融市場 Financial market	28,264	-	32,476	14.9%	3,605	-	29,879	-8.0%	2,011	-44.2%
流通・交通市場 Retail and transportation market	18,950	-	19,195	1.3%	1,605	-	19,988	4.1%	2,493	55.3%
遊技市場 Amusement market	22,544	-	19,438	-13.8%	1,187	-	19,791	1.8%	1,468	23.7%
海外市場 Overseas market	19,145	-	19,607	2.4%	1,013	-	23,510	19.9%	1,537	51.7%
その他 Others	7,417	-	8,750	18.0%	▲ 11	-	10,409	19.0%	▲ 189	1618.2%
合計 Total	96,320	-	99,469	3.3%	7,401	-	103,579	4.1%	7,320	-1.1%

《通期》 Full year

百万円 (Millions of yen)

	2010/3 通期 (FY09)		2011/3 通期 (FY10)				2012/3 通期予想 (FY11 Forecast)			
	売上高 Sales	営業利益 Operating income	売上高 Sales	増減率 YoY	営業利益 Operating income	増減率 YoY	売上高 Sales	増減率 YoY	営業利益 Operating income	増減率 YoY
金融市場 Financial market	42,630	-	46,936	10.1%	5,586	-	43,500	-7.3%	3,400	-39.1%
流通・交通市場 Retail and transportation market	25,208	-	26,666	5.8%	2,292	-	30,000	12.5%	4,000	74.5%
遊技市場 Amusement market	27,592	-	24,161	-12.4%	824	-	24,000	-0.7%	1,400	69.9%
海外市場 Overseas market	28,712	-	28,753	0.1%	1,349	-	34,500	20.0%	2,200	63.1%
その他 Others	10,961	-	12,446	13.5%	269	-	13,000	4.5%	0	-100.0%
合計 Total	135,105	-	138,964	2.9%	10,323	-	145,000	4.3%	11,000	6.6%

《四半期毎売上高》 Quarterly sales

百万円 (Millions of yen)

2012/3 通期 FY11	第1四半期 FY11 Q1	第2四半期 FY11 Q2	上半期 FY11 Q1-Q2	第3四半期 FY11 Q3	3Q累計期間 FY11 Q1-Q3	第4四半期 FY11 Q4	下半期予想 FY11 Q3-Q4	通期予想 FY11
金融市場 Financial market	8,471	12,715	21,186	8,693	29,879		22,314	43,500
流通・交通市場 Retail and transportation market	5,836	7,315	13,151	6,837	19,988		16,849	30,000
遊技市場 Amusement market	4,597	5,856	10,453	9,338	19,791		13,547	24,000
海外市場 Overseas market	7,779	7,844	15,623	7,887	23,510		18,877	34,500
その他 Others	3,304	3,535	6,839	3,570	10,409		6,161	13,000
合計 Total	29,989	37,266	67,255	36,324	103,579		77,745	145,000

5. 地域別海外売上高の推移 Overseas sales by geographical segment

《第3四半期累計期間》 Third Quarter

百万円 (Millions of yen)

	2010/3 3Q累計期間 (FY09 Q1-Q3)			2011/3 3Q累計期間 (FY10 Q1-Q3)			2012/3 3Q累計期間 (FY11 Q1-Q3)		
	売上高 Sales	構成比 Ratio	増減率 YoY	売上高 Sales	構成比 Ratio	増減率 YoY	売上高 Sales	構成比 Ratio	増減率 YoY
米州 Americas	5,951	31.1%	-11.8%	3,906	19.9%	-34.4%	6,060	25.8%	55.1%
直販 Direct sales	3,556	18.6%	-25.6%	3,264	16.6%	-8.2%	3,989	17.0%	22.2%
OEM OEM	2,395	12.5%	21.5%	642	3.3%	-73.2%	2,070	8.8%	222.4%
欧州 Europe	10,422	54.4%	-35.5%	10,898	55.6%	4.6%	12,050	51.3%	10.6%
直販 Direct sales	6,299	32.9%	55.6%	5,556	28.3%	-11.8%	7,572	32.2%	36.3%
OEM OEM	4,123	21.5%	-66.0%	5,342	27.2%	29.6%	4,478	19.0%	-16.2%
アジア Asia	2,772	14.5%	12.7%	4,803	24.5%	73.3%	5,399	23.0%	12.4%
直販 Direct sales	1,923	10.0%	26.5%	4,016	20.5%	108.8%	4,225	18.0%	5.2%
内 中国 China	850	4.4%	-	1,942	9.9%	128.5%	1,950	8.3%	0.4%
OEM OEM	849	4.4%	-9.6%	787	4.0%	-7.3%	1,173	5.0%	49.0%
合計 (売上高比率) Total (Ratio)	19,145	100.0%	-24.5%	19,607	100.0%	2.4%	23,510	100.0%	19.9%
直販 Direct sales Total (Ratio)	11,778	61.5%	13.8%	12,836	65.5%	9.0%	15,787	67.2%	23.0%
OEM OEM Total (Ratio)	7,367	38.5%	-51.0%	6,771	34.5%	-8.1%	7,722	32.8%	14.0%

《通期》 Full year

百万円 (Millions of yen)

	2010/3 通期 (FY09)			2011/3 通期 (FY10)			2012/3 通期予想 (FY11 Forecast)		
	売上高 Sales	構成比 Ratio	増減率 YoY	売上高 Sales	構成比 Ratio	増減率 YoY	売上高 Sales	構成比 Ratio	増減率 YoY
米州 Americas	7,805	27.2%	-15.6%	5,988	20.8%	-23.3%	8,500	24.6%	42.0%
直販 Direct sales	4,983	17.4%	-29.5%	4,763	16.6%	-4.4%	5,500	15.9%	15.5%
OEM OEM	2,822	9.8%	29.3%	1,225	4.3%	-56.6%	3,000	8.7%	144.9%
欧州 Europe	15,485	53.9%	-23.9%	14,710	51.2%	-5.0%	15,500	44.9%	5.4%
直販 Direct sales	9,256	32.2%	56.8%	7,732	26.9%	-16.5%	9,500	27.5%	22.9%
OEM OEM	6,229	21.7%	-56.9%	6,978	24.3%	12.0%	6,000	17.4%	-14.0%
アジア Asia	5,422	18.9%	70.2%	8,054	28.0%	48.5%	10,500	30.4%	30.4%
直販 Direct sales	4,340	15.1%	112.7%	6,951	24.2%	60.2%	9,000	26.1%	29.5%
内 中国 China	2,317	8.1%	-	3,960	13.8%	70.9%	5,200	15.1%	31.3%
OEM OEM	1,082	3.8%	-5.6%	1,103	3.8%	1.9%	1,500	4.3%	36.0%
合計 (売上高比率) Total (Ratio)	28,712	100.0%	-12.4%	28,753	100.0%	0.1%	34,500	100.0%	20.0%
直販 Direct sales Total (Ratio)	18,579	64.7%	23.8%	19,447	67.6%	4.7%	24,000	69.6%	23.4%
OEM OEM Total (Ratio)	10,133	35.3%	-43.0%	9,306	32.4%	-8.2%	10,500	30.4%	12.8%

6.設備投資額・減価償却費の推移 Capital Expenditures / Depreciation and Amortization

《第3四半期累計期間》 Third Quarter

百万円 (Millions of yen)

	2010/3 3Q累計期間 (FY09 Q1-Q3)	増減率 YoY	2011/3 3Q累計期間 (FY10 Q1-Q3)	増減率 YoY	2012/3 3Q累計期間 (FY11 Q1-Q3)	増減率 YoY
設備投資額 Capital expenditures	4,269	-16.9%	4,683	9.7%	4,545	-2.9%
減価償却費 Depreciation and amortization	5,939	13.0%	4,908	-17.4%	5,021	2.3%

《通 期》 Full year

百万円 (Millions of yen)

	2010/3 通期 (FY09)	増減率 YoY	2011/3 通期 (FY10)	増減率 YoY	2012/3 通期予想 (FY11 Forecast)	増減率 YoY
設備投資額 Capital expenditures	6,713	-20.4%	6,413	-4.5%	6,500	1.4%
減価償却費 Depreciation and amortization	8,144	6.9%	6,717	-17.5%	6,500	-3.2%

7.研究開発投資額の推移 R&D investment

《第3四半期累計期間》 Third Quarter

百万円 (Millions of yen)

	2010/3 3Q累計期間 (FY09 Q1-Q3)	増減率 YoY	2011/3 3Q累計期間 (FY10 Q1-Q3)	増減率 YoY	2012/3 3Q累計期間 (FY11 Q1-Q3)	増減率 YoY
研究開発投資額 R&D expenses	6,316	-8.3%	6,306	-0.2%	7,503	19.0%

《通 期》 Full year

百万円 (Millions of yen)

	2010/3 通期 (FY09)	増減率 YoY	2011/3 通期 (FY10)	増減率 YoY	2012/3 通期予想 (FY11 Forecast)	増減率 YoY
研究開発投資額 R&D expenses	8,775	-4.7%	8,678	-1.1%	10,000	15.2%