### **Consolidated Balance Sheets**

SEGA CORPORATION and Consolidated Subsidiaries March 31, 2001 and 2002

|                                      |          | Millions of yen |                        |  |  |
|--------------------------------------|----------|-----------------|------------------------|--|--|
| ASSETS                               | 2002     | 2001            | Increase<br>(Decrease) |  |  |
| Current Assets:                      |          |                 | (Decrease)             |  |  |
| Cash and time deposits               | ¥62,756  | ¥37,632         | ¥25,124                |  |  |
| Notes and accounts receivable        | 31,495   | 20,827          | 10,668                 |  |  |
| Inventories                          | 9,645    | 16,619          | (6,974)                |  |  |
| Prepaid expenses                     | 2,536    | 1,762           | 774                    |  |  |
| Other current assets                 | 7,374    | 23,360          | (15,986)               |  |  |
| Less allowance for doubtful accounts | (1,811)  | (3,349)         | 1,538                  |  |  |
| Total current assets                 | 111,998  | 96,853          | 15,145                 |  |  |
| Property and Equipment               |          |                 |                        |  |  |
| Amusement machines and facilities    | 11,549   | 13,170          | (1,621)                |  |  |
| Building and structure               | 21,200   | 23,643          | (2,442)                |  |  |
| Land                                 | 11,834   | 22,934          | (11,100)               |  |  |
| Others                               | 4,808    | 7,248           | (2,440)                |  |  |
| Total property and equipment         | 49,393   | 66,997          | (17,604)               |  |  |
| Intangible Assets                    | 6,266    | 11,236          | (4,969)                |  |  |
| Investments and Advances             |          |                 |                        |  |  |
| Investment in securities             | 46,166   | 73,795          | (27,629)               |  |  |
| Long-term loans receivables          | 3,179    | 3,335           | (155)                  |  |  |
| Lease deposits                       | 17,771   | 18,814          | (1,043)                |  |  |
| Other investments                    | 15,787   | 20,355          | (4,568)                |  |  |
| Less allowance for doubtful accounts | (7,595)  | (6,932)         | (663)                  |  |  |
| Total investments and advances       | 75,308   | 109,368         | (34,060)               |  |  |
| Deferred Charges                     | 943      | 10              | 933                    |  |  |
| Total Assets                         | ¥243,910 | ¥284,465        | (¥40,555)              |  |  |

| LIABILITIES         2002           Current Liabilities:         ¥19,282           Notes and accounts payable         \$19,282           Short-term bank loans         29,208           Current portion of straight bonds         5,000           Current portion of long-term debt         1,740           Accrued expenses         17,882           Income taxes payable         4,823           Other current liabilities         10,988           Total current liabilities         88,925           Long-Term Liabilities         -           Straight bonds         -           Convertible bonds         59,908           Long-term debt         3,456           Deferred income taxes         2,042           Accrued employees' retirement benefits         3,414 | 2001<br>¥29,115<br>38,305<br>25,000<br>27,232<br>18,215<br>1,339<br>15,899<br>155,106 | Increase<br>(Decrease)<br>(¥9,832)<br>(9,097)<br>(20,000)<br>(25,491)<br>(332)<br>3,484<br>(4,910) |
|---|---|--|
| LIABILITIES           Current Liabilities:         ¥19,282           Short-term bank loans         29,208           Current portion of straight bonds         5,000           Current portion of long-term debt         1,740           Accrued expenses         17,882           Income taxes payable         4,823           Other current liabilities         10,988           Total current liabilities         88,925           Long-Term Liabilities         -           Straight bonds         -           Convertible bonds         59,908           Long-term debt         3,456           Deferred income taxes         2,042   | ¥29,115<br>38,305<br>25,000<br>27,232<br>18,215<br>1,339<br>15,899                    | (¥9,832)<br>(9,097)<br>(20,000)<br>(25,491)<br>(332)<br>3,484                                      |
| Notes and accounts payable         ¥19,282           Short-term bank loans         29,208           Current portion of straight bonds         5,000           Current portion of long-term debt         1,740           Accrued expenses         17,882           Income taxes payable         4,823           Other current liabilities         10,988           Total current liabilities         88,925           Long-Term Liabilities         -           Straight bonds         -           Convertible bonds         59,908           Long-term debt         3,456           Deferred income taxes         2,042   | 38,305<br>25,000<br>27,232<br>18,215<br>1,339<br>15,899                               | (9,097)<br>(20,000)<br>(25,491)<br>(332)<br>3,484  |
| Short-term bank loans         29,208           Current portion of straight bonds         5,000           Current portion of long-term debt         1,740           Accrued expenses         17,882           Income taxes payable         4,823           Other current liabilities         10,988           Total current liabilities         88,925           Long-Term Liabilities         -           Straight bonds         -           Convertible bonds         59,908           Long-term debt         3,456           Deferred income taxes         2,042  | 38,305<br>25,000<br>27,232<br>18,215<br>1,339<br>15,899                               | (9,097)<br>(20,000)<br>(25,491)<br>(332)<br>3,484  |
| Current portion of straight bonds       5,000         Current portion of long-term debt       1,740         Accrued expenses       17,882         Income taxes payable       4,823         Other current liabilities       10,988         Total current liabilities       88,925         Long-Term Liabilities       -         Straight bonds       -         Convertible bonds       59,908         Long-term debt       3,456         Deferred income taxes       2,042   | 25,000<br>27,232<br>18,215<br>1,339<br>15,899   | (20,000)<br>(25,491)<br>(332)<br>3,484   |
| Current portion of long-term debt       1,740         Accrued expenses       17,882         Income taxes payable       4,823         Other current liabilities       10,988         Total current liabilities       88,925         Long-Term Liabilities       -         Straight bonds       -         Convertible bonds       59,908         Long-term debt       3,456         Deferred income taxes       2,042   | 27,232<br>18,215<br>1,339<br>15,899   | (25,491)<br>(332)<br>3,484   |
| Accrued expenses       17,882         Income taxes payable       4,823         Other current liabilities       10,988         Total current liabilities       88,925         Long-Term Liabilities       -         Straight bonds       -         Convertible bonds       59,908         Long-term debt       3,456         Deferred income taxes       2,042   | 18,215<br>1,339<br>15,899   | (332)<br>3,484   |
| Income taxes payable  | 1,339<br>15,899   | 3,484  |
| Other current liabilities         10,988           Total current liabilities         88,925           Long-Term Liabilities         -           Straight bonds         -           Convertible bonds         59,908           Long-term debt         3,456           Deferred income taxes         2,042  | 15,899  | ,  |
| Total current liabilities   | ,   | (4,910)  |
| Long-Term Liabilities Straight bonds Convertible bonds Long-term debt Deferred income taxes  Straight bonds 59,908 3,456 2,042  | 155,106   |  |
| Straight bonds - Convertible bonds 59,908 Long-term debt 3,456 Deferred income taxes 2,042  |   | (66,181)   |
| Straight bonds - Convertible bonds 59,908 Long-term debt 3,456 Deferred income taxes 2,042  |   |  |
| Convertible bonds 59,908 Long-term debt 3,456 Deferred income taxes 2,042   | 5,000   | (5,000)  |
| Long-term debt 3,456 Deferred income taxes 2,042  | 24,557  | 35,351   |
| Deferred income taxes 2,042   | 24  | 3,432  |
| ,   | 2,171   | (128)  |
|   | 3,118   | 295  |
| Accrued retirement benefits for directors and corporate directors 98  | 41  | 57   |
| Other 1,627   | 1,966   | (338)  |
| Total long-term liabilities 70,547  | 36,878  | 33,669   |
| Total Liabilities 159,473   | 191,985   | (32,512)   |
| Minority Interests in Consolidated Subsidiaries 866   | 793   | 72   |
| Shareholders' Equity  |   |  |
| Common stock 125,406  | 117,918   | 7,487  |
| Additional paid-in capital 124,916  | 117,439   | 7,477  |
| Reserve for revaluation of lands (9,280)  | -   | (9,280)  |
| Accumulated deficit (118,037)   | (100,185)   | (17,852)   |
| Unrealized gain on investments in securities 2,586  | 22  | 2,564  |
| Translation adjustment (8,435)  | (9,862)   | 1,427  |
| Treasury stock (33,585)   | (33,574)  | (11)   |
| The Company's stock held by subsidiaries  | (72)  | 72   |
| Total Shareholders' Equity 83,570   | 91,687  | (8,116)  |
| Total liabilities, minority interests in consolidated   |   |  |
| subsidiaries and shareholders' equity ¥243,910  |   |  |

(Notes) 1. The above financial information was prepared using accounting principles generally accepted in Japan

2. Figures less than 1million yen have been omitted

# **Consolidated Statement of Operations**

SEGA and Consolidated Subsidiaries For the year ended March 2001 and 2002

|  |           | Millions of yen |            |
|--|-----------|-----------------|------------|
|  | 2002      | 2001            | Increase   |
| Not Color  | V206 224  | V242.042        | (Decrease) |
| Net Sales  | ¥206,334  | ¥242,913        | (¥36,579)  |
| Cost of Sales  | 144,716   | 218,235         | (73,518)   |
| Gross profit   | 61,617    | 24,677          | 36,939     |
| Selling, General and Administrative Expenses                   | 47,416    | 76,696          | (29,280)   |
| Operating income (loss)  | 14,201    | (52,018)        | 66,220     |
| Non-Operating Income   |           |                 |            |
| Interest received  | 513       | 1,948           | (1,434)    |
| Net gain on foreign exchange                                   | -         | 3,585           | (3,585)    |
| Consumption tax exempted                                       | 732       | -               | 732        |
| Income from investments in partnerships                        | -         | 1,700           | (1,700)    |
| Others   | 1,101     | 3,700           | (2,598)    |
| Non-Operating Expenses   |           |                 |            |
| Interest expense   | (1,712)   | (2,413)         | 700        |
| Amortization of bond and note issue expenses                   | (481)     | (733)           | 251        |
| Equity in losses of non-consolidated subsidiaries and affiliat | (827)     | (2,941)         | 2,114      |
| Others   | (1,056)   | (5,562)         | 4,506      |
| Recurring Profit (Loss)  | 12,471    | (52,736)        | 65,207     |
| Extraordinary Income   |           |                 |            |
| Gain on sale of investments in securities                      | 2,181     | 70              | 2,110      |
| Gain on donated assets from Mr. Okawa                          | 1,666     | 77,913          | (76,246)   |
| Others   | 2,280     | 396             | 1,883      |
| Extraordinary Loss   |           |                 |            |
| Loss on write-down or disposal of inventories                  | -         | (52,364)        | 52,364     |
| Loss on sale of disposal of property and equipment             | (690)     | (2,116)         | 1,426      |
| Loss on sale of property and equipment                         | (2,106)   | -               | (2,106)    |
| Amortization of excess investment costs over net assets        |           |                 |            |
| of consolidated subsidiaries acquired                          | -         | (6,321)         | 6,321      |
| Amortization of goodwill                                       | (4,378)   | -               | (4,378)    |
| Loss on valuation of investments in securities                 | (6,235)   | (10,237)        | 4,001      |
| Additional benefits for retirees                               | -         | (944)           | 944        |
| Provision for doubtful accounts                                | -         | (2,110)         | 2,110      |
| Gain on disposal of donated assets                             | (16,725)  | -               | (16,725)   |
| Others   | (2,757)   | (7,041)         | 4,284      |
| Loss before income taxes and minority interests                |           |                 |            |
| in earnings of consolidated subsidiaries                       | (14,293)  | (55,493)        | 41,199     |
| Income taxes   |           |                 |            |
| Current  | 4,325     | 2,593           | 1,731      |
| Deferred   | (951)     | (3,385)         | 2,434      |
| Minority interests in Earnings of Consolidated Subsidiaries    | 161       | (2,971)         | 3,132      |
| Net Loss   | (¥17,829) | (¥51,729)       | ¥33,900    |

<sup>(</sup>Notes) 1. The above financial information was prepared using accounting principles generally accepted in Japan

<sup>2.</sup> Figures less than 1million yen have been omitted

# **Consolidated Statements of Deficit**

SEGA CORPORATION and Consolidated Subsidiaries For the year ended March 2001 and 2002

|  | 2002.3  | 2001.3  | Increase (Decrease) |
|--|---------|---------|---------------------|
| Deficit at Beginning of the Year                     | 100,185 | 48,248  | 51,937              |
| Decrease in Deficit                                  |         |         |                     |
| Decrease effected by newly consolidated subsidiaries | -       | 108     | (108)               |
| Increase in Deficit                                  |         |         |                     |
| Directors' bonus                                     | 23      | 1       | 21                  |
| Increase effected by newly consolidated subsidiaries | -       | 314     | (314)               |
| Net Loss for the Year                                | 17,829  | 51,729  | (33,900)            |
| Accumulated Deficit at End of the year               | 118,037 | 100,185 | 17,852              |

### **Consolidated Statements of Cash Flows**

SEGA CORPORATION and Consolidated Subsidiaries For the year ended March 31, 2001 and 2002

|  | Millions  | of ven       |
|--|-----------|--------------|
|  | 2002      | 2001         |
| Cash Flows from Operating Activities:  |           |              |
| Loss before income taxes and minority interests in earnings of consolidated subsidiaries | \(14,293) | \(55,493)    |
| Depreciation and amortization  | 18,589    | 21,470       |
| Transfer of amusement machines and facilities from investing activities                  | (8,005)   | (8,460)      |
| Provision for doubtful accounts  | (557)     | 3,138        |
| Increase in accrued employees' retirement benefits                                       | 301       | 2,373        |
| Interest and dividend income   | (678)     | (2,020)      |
| Interest expense   | 1,712     | 2,413        |
| Equity in loss of non-consolidated subsidiaries and affiliates                           | 827       | 2,941        |
| Amortization of excess investment costs over net assets of consolidated subsidiaries     | 373       | 7,070        |
| Amortization of goodwill   | 4,378     | _            |
| Loss on sale or disposal of property and equipment                                       | 690       | 2,116        |
| Gain on sale of investments in securities  | (2,181)   | (1,692)      |
| Loss on valuation of investments in securities   | 6,235     | 10,237       |
| Gain on donated assets from Mr. Okawa  | (1,666)   | (77,913)     |
| Additional benefits for retirees   | (1,000)   | 944          |
|  | (0.350)   | 17,705       |
| Decrease (increase) in notes and accounts receivable  Decrease in inventories            | (9,359)   |              |
|  | 8,913     | 29,007       |
| (Decrease) increase in notes and accounts payable  | (7,258)   | (31,088)     |
| Others   | 19,744    | 5,923        |
| Subtotal Subtotal  | 17,765    | (71,325)     |
| Interest and dividends received  | 811       | 2,032        |
| Interest paid  | (2,078)   | (2,209)      |
| Payments for additional benefits for retirees  | (710)     | (234)        |
| Cash donated from Mr. Okawa  | 1,666     | -            |
| Gain on disposal of donated assets   | (6,959)   | <del>-</del> |
| Income taxes paid  | (1,145)   | (2,234)      |
| Net cash used in operating activities  | 9,349     | (73,970)     |
| Cash Flows from Investing Activities:  |           |              |
| Payments for time deposits   | (10,006)  | -            |
| Payments for purchases of property and equipment   | (3,672)   | (7,025)      |
| Proceeds from sales of property and equipment  | 2,232     | 2,952        |
| Payments for purchase of intangible assets   | (2,242)   | -            |
| Payments for purchases of investments in securities                                      | (1,069)   | (3,623)      |
| Proceeds from investments in securities  | 3,947     | 14,772       |
| Payments for purchases of consolidated subsidiaries                                      | -         | (2,213)      |
| Payments for advance   | (254)     | (504)        |
| Proceeds from collections of advances  | 534       | 2,389        |
| Payments for fixed leasehold deposits  | (1,387)   | (581)        |
| Proceeds from collections of fixed leasehold deposits                                    | 3,158     | 2,950        |
| Others   | 284       | (1,195)      |
| Net cash Provided by (used in) investing activities                                      | (8,477)   | 7,920        |
| Cash Flows from Financing Activities:  | ( , ,     | ,            |
| Decrease in short-term bank loans, net   | (15,825)  | (6,307)      |
| Proceeds from long-term debt   | 53,664    | (-,)         |
| Repayment of long-term debt  | (25,281)  | (90,850)     |
| Proceeds from issuance of common stock   | (20,201)  | 101,376      |
| Cash dividends paid  | (28)      | (66)         |
| Gain on sale of Treasury stock   | 623       | (00)         |
|  | 335       | -            |
| Proceeds from exercising stock option  | 333       | 242          |
| Others   | 40.400    | 313          |
| Net cash provided by financing activities  | 13,488    | 4,464        |
| Effect of Exchange Rate Changes on Cash and Cash Equivalents                             | 757       | 605          |
| Net increrase (decrease) in Cash and Cash Equivalents                                    | 15,118    | (60,980)     |
| Cash and Cash Equivalents at Beginning of Year   | 37,632    | 98,325       |
| Increase of Cash and Cash Equivalents from Addition of Consolidated Subsidiaries         | -         | 427          |
| Decrease of Cash and Cash Equivalents from Deduction of Consolidated Subsidiaries        | -         | (139)        |
| Cash and Cash Equivalents at End of Year   | 52,750    | 37,632       |

<sup>(</sup>Notes) 1. The above financial information was prepared using accounting principles generally accepted in Japan

 $<sup>2. \</sup> Figures \ less \ than \ 1 million \ yen \ have \ been \ omitted.$ 

# **Segment Information**

# I. Business Segment Information

| Millions of yen                      |          |                   |               |          |               |                    |
|--------------------------------------|----------|-------------------|---------------|----------|---------------|--------------------|
|                                      |          |                   |               |          | Year end      | ded March 31, 2002 |
|                                      |          |                   |               |          | E             | Business segments  |
|                                      | Consumer | Amusement         | Amusement     |          | Eliminations/ | Consolidated       |
|                                      | business | center operations | machine sales | Total    | Corporate     | Total              |
| Sales to outside customer            | ¥85,136  | ¥68,533           | ¥52,663       | ¥206,334 | -             | ¥206,334           |
| Intersegment sales/transfers         | 12       | 469               | 19,516        | 19,998   | (19,998)      | -                  |
| Total sales                          | 85,148   | 69,003            | 72,180        | 226,332  | (19,998)      | 206,334            |
| Cost of sales and operating expenses | 79,570   | 60,888            | 70,223        | 210,683  | (18,550)      | 192,132            |
| Operating income (loss)              | 5,578    | 8,114             | 1,956         | 15,648   | (1,447)       | 14,201             |
|                                      |          |                   |               |          |               |                    |
| Assets                               | 79,014   | 58,634            | 10,767        | 148,417  | 95,492        | 243,910            |
| Depreciation and amortization        | 3,852    | 12,370            | 1,602         | 17,824   | 764           | 18,589             |
| Capital expenditures                 | 2,168    | 10,899            | 1,871         | 14,940   | 676           | 15,616             |

|                                      |          |                   |               |          |               | Millions of yen    |
|--------------------------------------|----------|-------------------|---------------|----------|---------------|--------------------|
|                                      |          |                   |               |          | Year en       | ded March 31, 2001 |
|                                      |          |                   |               |          |               | Business segments  |
|                                      | Consumer | Amusement         | Amusement     |          | Eliminations/ | Consolidated       |
|                                      | business | center operations | machine sales | Total    | Corporate     | Total              |
| Sales to outside customer            | ¥115,753 | ¥74,656           | ¥52,502       | ¥242,913 | -             | ¥242,913           |
| Intersegment sales/transfers         | -        | 0                 | 9,722         | 9,722    | (9,722)       | -                  |
| Total sales                          | 115,753  | 74,657            | 62,225        | 252,636  | (9,722)       | 242,913            |
| Cost of sales and operating expenses | 184,940  | 66,415            | 52,590        | 303,946  | (9,013)       | 294,932            |
| Operating income (loss)              | (69,186) | 8,242             | 9,634         | (51,310) | (708)         | (52,018)           |
| Assets                               | ¥65,239  | ¥53,971           | ¥20,613       | ¥139,824 | ¥144,641      | ¥284,465           |
| Depreciation and amortization        | 9,224    | 12,844            | 1,804         | 23,873   | 289           | 24,162             |
| Capital expenditures                 | 7,660    | 12,762            | 924           | 21,347   | 157           | 21,505             |

(Notes) 1. The above financial information was prepared using accounting principles generally accepted in Japan

2. Figures less than 1million yen have been omitted.

# II. Geographical Segment Information

|                                      |          |         |         |       |          | V            | Millions of yen  |
|--------------------------------------|----------|---------|---------|-------|----------|--------------|------------------|
|                                      |          |         |         |       |          | Year ende    | d March 31, 2002 |
|                                      |          | North   |         |       |          |              | Consolidated     |
|                                      | Japan    | America | Europe  | Other | Total    | Eliminations | total            |
| Net Sales to:                        |          |         |         |       |          |              |                  |
| Outside customers                    | ¥160,090 | ¥34,302 | ¥11,941 | -     | ¥206,334 | -            | ¥206,334         |
| Intersegment sales/transfers         | 14,368   | 6,174   | 16      | -     | 20,559   | (20,559)     | -                |
| Total                                | 174,458  | 40,477  | 11,958  | -     | 226,893  | (20,559)     | 206,334          |
| Cost of sales and operating expenses | 152,336  | 41,064  | 13,467  | -     | 206,868  | (14,735)     | 192,132          |
| Operating income (loss)              | 22,121   | (587)   | (1,508) | -     | 20,025   | (5,823)      | 14,201           |
| Assets                               | 173,295  | 25,289  | 9,829   | -     | 208,413  | 35,496       | 243,910          |

|                                      |           |          |           |       |           |              | Millions of yen  |
|--------------------------------------|-----------|----------|-----------|-------|-----------|--------------|------------------|
|                                      |           |          |           |       |           | Year ende    | d March 31, 2001 |
|                                      |           | North    |           |       |           |              | Consolidated     |
|                                      | Japan     | America  | Europe    | Other | Total     | Eliminations | total            |
| Net Sales to:                        |           |          |           |       |           |              |                  |
| Outside customers                    | ¥167,686  | ¥51,115  | ¥24,076   | ¥34   | ¥242,913  | -            | ¥242,913         |
| Intersegment sales/transfers         | 67,901    | 5,926    | 1,082     | -     | 74,910    | (74,910)     | -                |
| Total                                | 235,587   | 57,042   | 25,158    | 34    | 317,823   | (74,910)     | 242,913          |
| Cost of sales and operating expenses | 255,067   | 66,408   | 38,663    | 46    | 360,185   | (65,253)     | 294,932          |
| Operating loss                       | (¥19,479) | (¥9,365) | (¥13,505) | (¥11) | (¥42,361) | (¥9,657)     | (¥52,018)        |
| Assets                               | ¥156,328  | ¥31,082  | ¥16,899   | -     | ¥204,309  | ¥80,156      | ¥284,465         |

(Notes) 1. The above financial information was prepared using accounting principles generally accepted in Japan

2. Figures less than 1 million yen have been omitted.

# **III. Overseas Sales Information**

|   |         |         | Year e | Millions of yen nded March 31, 2002 |
|---|---------|---------|--------|-------------------------------------|
|   | North   |         |        |                                     |
|   | America | Europe  | Other  | Total                               |
| Overseas sales                                | ¥54,946 | ¥20,311 | ¥3,992 | ¥79,250                             |
| Consolidated net sales                        | -       | -       | -      | 206,334                             |
| Ratio of overseas sales to consolidated sales | 26.6%   | 9.8%    | 1.9%   | 38.4%                               |

|   |         |         | Year er | Millions of yen nded March 31, 2001 |
|---|---------|---------|---------|-------------------------------------|
|   | North   |         |         |                                     |
|   | America | Europe  | Other   | Total                               |
| Overseas sales                                | ¥55,458 | ¥26,042 | ¥8,140  | ¥89,641                             |
| Consolidated net sales                        | -       | -       | -       | 242,913                             |
| Ratio of overseas sales to consolidated sales | 22.8%   | 10.7%   | 3.4%    | 36.9%                               |

<sup>(</sup>Notes) 1. The above financial information was prepared using accounting principles generally accepted in Japan 2. Figures less than 1 million yen have been omitted.

# SEGA CORPORATION NON-CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2002

|   | Year Ended March 31 |          | Increase   |
|---|---------------------|----------|------------|
|   | 2002                | 2001     | (Decrease) |
| INCOME STATEMENTS                                       |                     |          |            |
| Net sales   | 106,550             | 192,713  | (86,162)   |
| Cost of sales   | 82,029              | 185,573  | (103,543)  |
| SG&A expenses   | 20,157              | 27,908   | (7,751)    |
| Operating income (loss)                                 | 4,362               | (20,768) | 25,131     |
| Other income  | 4,117               | 8,236    | (4,118)    |
| Other expenses  | 3,761               | 5,230    | (1,468)    |
| Recurring income (loss)                                 | 4,718               | (17,762) | 22,481     |
| Extraordinary gain                                      | 8,439               | 77,947   | (69,507)   |
| Extraordinary loss                                      | 33,534              | 146,264  | (112,730)  |
| Loss before income taxes                                | 20,375              | 86,080   | (65,704)   |
| Income taxes  | 391                 | 1,160    | (769)      |
| Net loss for the period                                 | 20,766              | 87,240   | (66,473)   |
| Net loss per share (yen)                                | 119.15              | 559.05   | (439.90)   |
|   | Year Ended Mare     | ch 31    | Increase   |
|   | 2002                | 2001     | (Decrease) |
| BALANCE SHEETS  |                     |          | ,          |
| ASSETS  |                     |          |            |
| Total current assets                                    | 77,133              | 105,884  | (28,751)   |
| Property and equipment                                  | 28,232              | 41,917   | (13,685)   |
| Intangible fixed assets                                 | 3,736               | 3,871    | (135)      |
| Investments and advances                                | 104,511             | 143,808  | (39,297)   |
| Deferred assets   | 943                 | 10       | 933        |
| Total assets  | 214,557             | 295,492  | (80,935)   |
|   |                     |          |            |
|   |                     |          |            |
| LIABILITIES AND SHAREHOLDERS' EQ                        |                     |          |            |
| Total current liabilities                               | 65,803              | 133,431  | (67,628)   |
| Total current liabilities<br>Total long-term liablities | 65,803<br>68,787    | 34,991   | 33,796     |
| Total current liabilities                               | 65,803              | •        |            |

Note: The above financial information was prepared using accounting principles generally accepted in Japan.

# 1. Management Policy

### 1. Basic Management Policy

In April 2001, SEGA launched a Structural Reform Plan to provide the basis for reforms in operational and financial structures. Pursuing the goals of gaining a worldwide share of the market for amusement machine sales, creating and developing a new market in amusement center operations, and establishing high profitability in the consumer business, the Company continues to improve its profitability and to strengthen its financial structures.

The second stage of the Structural Reform Plan consists of strategies for growth. Implementing these will require reforming corporate governance to reinforce our corporate structure. Specifically, this will entail bringing attention to bear on cash-flow management, segment-specific management indicators, and group management.

### 2. Profit-Sharing Policy

The profit-sharing to its shareholders is one of the most important component of SEGA's management policy. The Company's basic policy in this regard is to give full attention to our financial position and the future developments of our business activities, set aside an appropriate amount of retained earnings, and then return a position of profits to its shareholders based on performance.

# 3. Medium- and Long-Terms Management Strategies

SEGA is steadily building a framework for profitability as it shifts its business from the manufacture and sales of hardware to providing software and services. Now, the Company promotes the strategies below to become No. 1 in three areas; in the amusement business, in consumer games, and in network games, to become world's top content provider, and to increase the corporate value.

#### (1) Amusement Business

SEGA already holds a solid No.1 position in this industry. The Company is also in possession of the following three unique capabilities:

- The ability to develop and supply a full lineup of products
- The ability to plan, develop and provide a full lineup of amusement centers
- The ability to manage all aspects of those centers in an integrated manner.

Utilizing these abilities, the Company aims to act as a market leader in being the driving force in this industry, with its desire to create new forms of entertainment and expand the amusement market.

In amusement machines sales, the Company aims to increase its market share by scrutinizing the scope and growth potential of its video game machine, medal game machine, and crane game machine categories, and setting appropriate targets and implementing the most appropriate strategies.

In overseas sales, the Company will aim to simultaneously ensure profitability by means of sales and supply of products carefully matched to each regional market, while also significantly increasing sales levels. To achieve these goals, the Company will be tapping

into the popularity of the sidewalk arcade and nighttime game centers found in the U.S. and Europe.

Lastly, in amusement center operations, the Company will first establish clear standards for investment in machines, interiors and exteriors for existing centers, and for investments to create new markets. The Company will then embark on a program of establishing new facilities and renewing older ones in accordance with the new standards. In these ways and others, the Company will continue to offer the outstanding content and network-based services to create new markets.

Furthermore, the Company aims to establish the market-oriented strategies, and will build partnerships with its clients of amusement center operators to share the strategies.

### (2) Consumer Business

Ever since its decision to discontinue the production of the Dreamcast hardware, SEGA has been moving steadily ahead with its shift from a hardware manufacturer to a content provider. Paying careful consideration to the home-use game genres prevalent in the Japanese, North American, and European markets, the Company aims to increase the sales volumes with appropriated title line up arranged for each platform and its targeted customers.

The SEGA SPORTS brand is due to see particular efforts made to heighten brand awareness in the North American market. This market is the largest in the world, and promises solid growth in years to come. The Company will carefully time North American release of games in series based on the sports of football, baseball, basketball and ice hockey to push up sales.

### 4. Tasks Ahead

SEGA is successfully making the transition to profitability through the first-stage implementation of the operational and financial structural reforms outlined in its Structural Reform Plan. Now, to become the world's top content provider and attain the position of No.1 in the Amusement business, consumer games and network games, the SEGA group companies will carry out its corporate governance reforms, including cash-flows management, segment-specific management indicators and group management, as well as operational and financial reforms at the second stage of structural reform.

#### 5. Policy on Upgrading Management Organization

SEGA has already adopted the operating officer system. However, in order to increase the speed of management decision-making and promote other corporate governance reforms, the Company plans to further clarify management and operating responsibilities.

# 2. Review of Operations

#### 1. Overview of the Year Under Review

### **Overall Performance**

During the year under review, SEGA worked to push forward with its Structural Reform Plan. The Company worked to boost profitability through reforming operations, while also reinforcing our corporate structure through financial reforms. As a result of these efforts, the Company realized the change of its revenue structures.

Consolidated net sales in fiscal 2002 fell 15.1% compared with the previous year to ¥206,334 million, due in part to the cessation of Dreamcast hardware production at the end of March 2001. Domestic sales decreased 4.5% to ¥160,090 million, and overseas sales decreased 38.5% to ¥46,244 million. However, operating income came to ¥14,201 million, as compared to an operating loss of ¥52,018 million in the previous year, and recurring profit totaled ¥12,471 million, compared to the previous year's ordinary loss of ¥52,736 million.

Extraordinary income of ¥6,128 million included gain on sale of investments in securities of ¥2,181 million, gain on donated assets from Mr. Okawa, former chairman and president of the Company, of ¥1,666 million and other extraordinary income of ¥2,280 million. On the other hand, the steep decline in the stock market resulted in loss on disposal of investments in securities (primarily those received gratis from Mr. Okawa in the previous fiscal year) of ¥16,725 million, and amortization of goodwill of ¥4,378 million, and loss on valuation of investments in securities of ¥6,235 million. In addition, we recorded a loss on sale or disposal of property and equipment of ¥2,796 million, and other extraordinary losses of ¥2,757 million for a net extraordinary loss of ¥32,893 million. As a result, net loss for the year came to ¥17,829 million, compared to net loss of ¥51,729 million the previous year.

As part of our financial structure reforms, the Company has been steadily progressing with the sale of shareholdings that hold out little hope of business synergies, as a means of streamlining the balance sheets. Additionally, the Company is currently engaged with the sale of offices and employees' welfare facilities, a review of investments in and affiliations with other companies, and other adjustments to and liquidation of assets.

As a result of these factors, net cash (equal to cash minus interest-bearing debt) at the end of the year, including net cash from operating activities and free cash flows, came to minus \displays6,600 million. This represented an improvement of \displays6,900 million compared with the previous year, when net cash was minus \displays62,500 million. Support structures agreed upon with financial institutions have also been established. As such, it can now be said that SEGA's financial structures are well on the way to a total recovery.

In addition, the Company has conducted land revaluations in accordance with the Law Pertaining to Land Revaluation and the Partial Revisions to the Law Pertaining to Land Revaluation. Revaluation gains and losses have been recorded under the shareholders' equity section of the balance sheets, and unrealized losses included under assets accounted for.

The year under review saw the Company still conducting its structural reforms. In light of this, and the net loss brought about by extraordinary losses such as the loss on valuation of investments in securities, the Company has decided not to make dividend payments for the year.

### **Results by Segment**

## (1) Amusement Machine Sales

Net sales: ¥52,663 million (up 0.3% compared with the previous year)

Operating income: ¥1,956 million

Domestic sales were supported by our full lineup of products, which includes both new offerings and old favorites in video game, medal game and crane game machines, and free gifts. Significant contributions to the amusement industry were many and varied. They included video game machines compatible with data cards and mobile phones such as "Virtua Fighter 4" and "Initial D arcade stage," the medal game "Star Horse 2001," and "UFO Catcher 7" crane game machine, designed to improve arcade management by incorporating as much input from arcade operators as possible. Its "Shogekii Bisha" machine is also meeting renewed popular demand for photo sticker machines. Overseas sales suffered however, due to poor sales brought on by the weakness of overseas markets, particularly the U.S. market.

In addition, S.G.S. Co., Ltd, a pachinko machine sales company, recorded a loss due to the difficult market condition. The karaoke business, which is a business segment of SEGA Music Networks, Co., Ltd., also recorded a loss due to amortization of goodwill. S.G.S was withdrawn at the end of the fiscal year.

#### (2) Amusement Center Operations

Net sales: ¥68,533 million (down 8.2% compared with the previous year)

Operating income: ¥8,114 million

The approximately 500 amusement centers operated by SEGA are advantageously located, giving them a sharp competitive edge. At the same time, its expertise in integrated management allows highly efficient operations.

During the year under review, the Company released market-leading video game machines such as "Virtua Fighter 4" and introduced the new membership services utilized a mobile phone, "SEGA Mobile Friends." These and other new successes in reinforcing and bringing new added value to services boosted the Company's ability to draw customers to amusement centers, with commensurately strong results.

#### (3) Consumer Business

Net sales: ¥85,136 million (down 26.5% compared with the previous year)

Operating income: ¥5,578 million

Sales of Dreamcast hardware inventories accompanying the withdrawal from the hardware production business continued hand-in-hand with sales of software for the Dreamcast and other platforms. SEGA succeeded in selling off Dreamcast units held at manufacturers and distributors to end users through a combination of price reductions and marketing hardware-software packages.

Sales of Dreamcast software amounted to 7,580 thousand units from a total of 63 titles. Key titles were "Sakura Wars 4," "PHANTASY STAR ONLINE Ver. 2," "Sonic Adventure 2," "Power Smash 2," "Shenmue II" and "Crazy Taxi 2."

Sales of software for other platforms were as follows. The 14 titles for Sony PlayStation 2,

which included "Virtua Fighter 4" and "Sakatsuku 2002," sold a total of 3,500 thousand units; the eight titles for Nintendo GameCube, led by the launch title in Japan "Super Monkey Ball" and the popular "Sonic Adventure 2: Battle," sold 1,220 thousand units; the thirteen titles for Nintendo Game Boy Advance, including "Sonic Advance," sold 1,690 thousand units; and the seven titles for the Microsoft Xbox, led by the launch title in Japan "Jet Set Radio Future." sold 660 thousand units.

Our mainstay SEGA SPORTS titles showed particularly strong performance during the year under review, both for the Dreamcast and other platforms. "NFL 2K2" and "NBA 2K2" were among the key successes here, and made major contributions to the especially strong performance of the U.S. market.

#### 2. Outlook for the Next Fiscal Year

While the outlook for the Japanese economy remains as uncertain as before, the entertainment industry, including SEGA's own amusement and consumer game sectors, is appearing as a ray of light in the darkness. In the U.S. and Europe as well, the market for consumer games is rallying with the introduction of new platforms for home video games.

In the Japanese market for amusement machines, expectations of SEGA products are growing ever higher, as was apparent at the recent AOU show. To meet these expectations, the Company will be creating new products with live-action atmospheres, capable of supporting their own communities. Examples of such products are "World Club Champion Football" and "Bingo Party Splash." These products utilize the kind of outstanding technology that we anticipate will not only increase the Company's own market share, but also contribute to the growth of the industry itself.

The Company also expects improved sales and profitability in overseas sales, due to sales and production strategies tailored to the unique characteristics of each regional market.

Strong performance is anticipated in amusement center operations thanks to our solid management expertise, the introduction of new products and the development of new amusement center formats.

In the consumer product, the Company expects to see positive results from our work during the current year with regards to preparing software titles for the platforms of other manufacturers. In particular, the Company anticipates significant growth in the "SEGA SPORTS" brand in the U.S., and strong growth in sales for this brand as release dates are timed to coincide with major events in the seasons of the sports in question.

Based on the above, the Company anticipates consolidated net sales of ¥210,000 million, recurring profit of ¥20,000 million and net income of ¥18,000 million for the year ending March 31, 2003.

The Company decided to apply to the consolidated tax system from the year ending March 31, 2003, and the above forecast was made based on it.

Furthermore, in order to take a major step in the improvement of the Company's balance sheets, at the meeting of the Board of Directors, it has been decided to present the plan for loss disposition at the annual general meeting of shareholders' to be held on June 27, 2002, namely, a ¥127,924 million liquidation of the legal reserve to cover the deficit.