	C	1:4-4	F:	anaial Daa	14.
	Consc	IIIaat	ea Fin	ancial Res	suits
fo	r the first h	alf of th	ne fiscal y	year ending Mar	ch 31, 2012
1 Con	solidated Financia	al Results		Market Environme and Business Plan	
1) Perfor	mance Overview		⋯P. 2	1 ) Overseas Market	···Р. 15
2) Net Sa	ales Fluctuation Fac	tors	∙∙∙Р. З	2) Financial Market	•••Р. 17
3) Opera	ting Income Fluctuat	tion Factors	•••P. 4	3) Retail and Transportat	ion Market       •••P. 18
				4) Amusement Market	∙∙∙Р. 19
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				1 ) Dividend Forecast	∙∙∙Р. 23
certain future	events and financial from historical trend	performances.	Actual results m	n reflect management's current ay differ materially from those p based upon assumptions of ful	projected or implied in the

Consolidated Financial Results Perfo	rmance Ove	rview Yea	r-on-Year
	amusement market were sluggis the same level compared to pr		er markets were favorable,
Incomes procurem	roving efficiency in developmer ent/production, cost increase compared to previous year.		
(Millions of yen)	FY2010 Q1-Q2	FY2011 Q1-Q2	Year-on-year comparison
Net sales	66,458	67,255	+1.2%
Maintenance service	15,913 (23.9%)	16,849 (25.1%)	+5.9%
Operating income	<b>5,108</b> (7.7%)	<b>4,172</b> (6.2%)	▲18.3%
Ordinary income	5,515 (8.3%)	<b>4,391</b> (6.5%)	▲20.4%
Quarterly income	2,935 (4.4%)	<b>2,228</b> (3.3%)	▲24.1%
%Evehange rate: 110	S\$ = ¥85 1Euro = ¥110		

## **Performance Overview**

First half of FY2011 resulted in increased sales and decreased profit year—on—year.

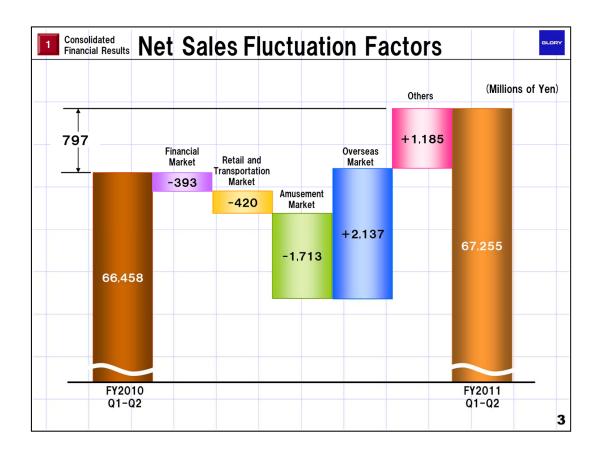
## [Sales]

¥67,255 million (YoY: +1.2%)

- · Sales in Financial, Retail & transportation, Amusement market decreased
- Sales in Overseas, Others business market were solid.

## [Income]

- Operating income: ¥4,172 million (YoY: -18.3%)
   Despite cost-cutting through overseas procurement/production, developing cost of new products has increased.
- Ordinary income: ¥4,391 million ( YoY: -20.4%)
- **Net income**: ¥2,228 million ( YoY: -24.1%)



## **Net Sales Fluctuation Factors**

Net sales increased ¥797 million compared to previous year.

## [ Business segments with increased sales ]

Overseas market: + ¥2,137 million

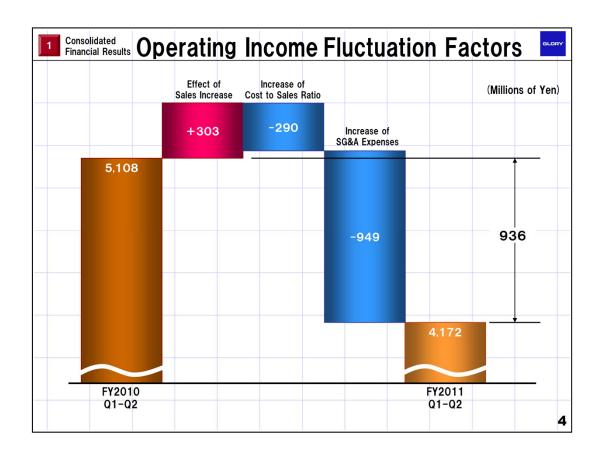
Others: + ¥1,185 million

# [ Business segments with decreased sales ]

Financial market: - ¥393 million

Retail & transportation market: - ¥420 million

Amusement market: - ¥1,713 million



# **Operating Income Fluctuation Factors**

Operating income decreased ¥936 million compared to previous year.

## [Increasing factor]

•Effect of sales increase: + ¥303 million

## [ Decreasing factor ]

•Increase of cost to sales ratio : - ¥290 million

Increase of SG&A expenses: - ¥949 million

							(1	Millions of yen
				Net Sales		Ор	erating Income	
	Business Segment		2010 -Q2	FY2011 Q1-Q2	Year-on-Year comparison	FY2010 Q1-Q2	FY2011 Q1-Q2	Year-on-Yea
Ī	Financial Market	21	,579	21,186	-393 (-1.8%)	2,178	1,839	-339 (-15.6%)
	Retail & Tansportation Market	13	3,571	13,151	-420 (-3.1%)	1,180	1,724	+544 (+46.1%)
	Amusement Market	12	2,166	10,453	-1,713 (-14.1%)	528	129	-399 (-75.6%)
I	Overseas Market	13	3,486	15,623	+2,137 (+15.8%)	1,137	736	-401 (-35.3%)
I	Others	Ę	5,654	6,839	+1,185 (+21.0%)	84	-258	-342 (-407.1%)
	Total	66	6,458	67,255	+797 (+1.2%)	5,108	4,172	-936 (-18.3%)

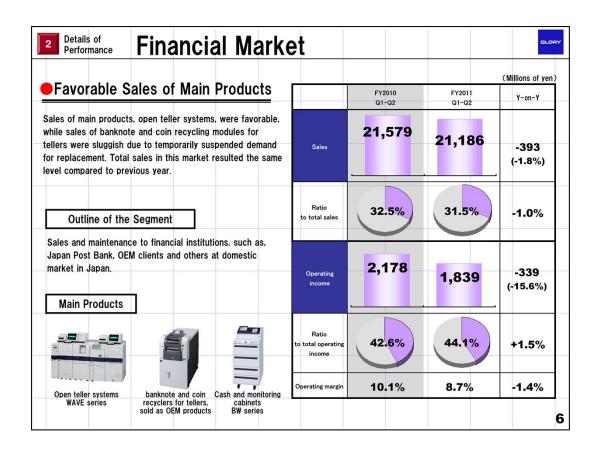
# Sales and Operating Income by Business Segment (Year-on-Year)

## [ Sales by business segment ]

- Increased segments: Financial, Retail & Transportation, Amusement Market
- Decreased segments: Overseas Market, Others

## [ Operating income by business segment ]

- Increased segment: Retail & Transportation Market
- Decreased segments: other markets except Retail & Transportation Market



## **Financial Market**

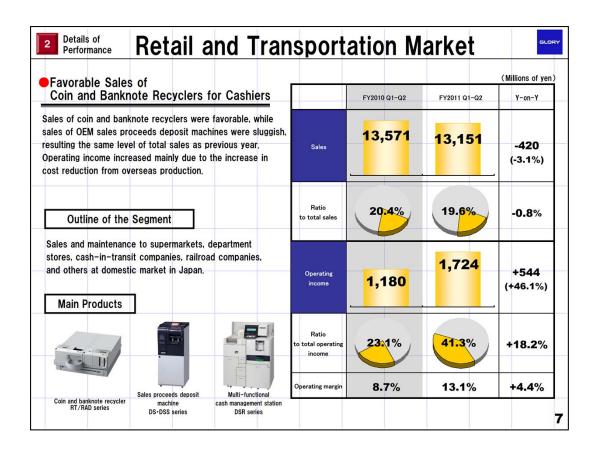
## [Sales]

¥21,186 million (YoY: -1.8%)

## [ Operating income ]

¥1,839 million (YoY: -15.6%)

- Sales of our main product open teller systems, both basic models and compact models were favorable.
- Sales of OEM banknote and coin recycling modules for tellers were sluggish due to suppressed replacement demand
- •Total sales for this market approximated sales for the same period of the previous fiscal year.



# **Retail & Transportation Market**

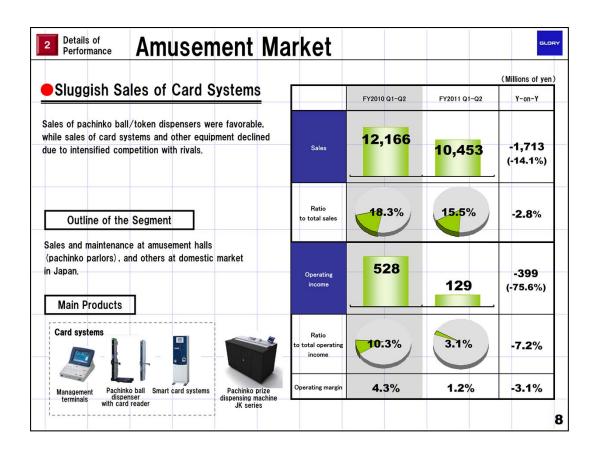
#### [Sales]

¥13,151 million (YoY: - 3.1%)

## [ Operating income ]

¥1,724 million (YoY: + 46.1%)

- •Sales of our main product coin and banknote recyclers for cashiers were favorable. (increased 15%)
- •Sales of OEM sales proceeds deposit machines were sluggish.
- •Total sales for this segment approximated the amount for the same period of the previous fiscal year.
- •Operating income increased mainly due to the positive effects of cost reductions from increased overseas production of coin and banknote Recyclers.



#### **Amusement Market**

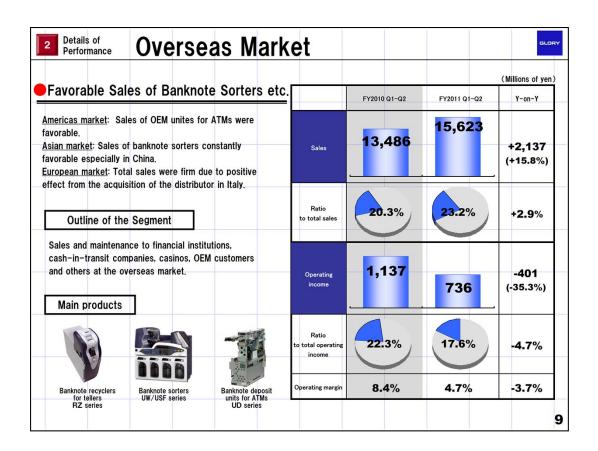
#### [Sales]

¥10,453 million (YoY: -14.1%)

## [ Operating income ]

¥129 million (YoY: -75.6%)

•Despite an upward swing in the popularity of pachislots which had been declining in recent years and the favorable sales of pachinko ball/token dispensers, sales of our main product card systems and other equipment, declined in part due to the impact of intensified competition.



## **Overseas Market**

## [Sales]

¥15,623 million (YoY: +15.8%)

## [ Operating income ]

¥736 million (YoY: +35.3%)

- In the Americas, sales of OEM bulk banknote and check deposit units for ATMs were favorable.
- •In Asia, sales of banknote sorters were favorable, especially in China.
- In Europe, sales were firm due to the positive effect of the acquisition of Sitrade Italia S.p.A. ( a former distributor in Italy)

Details of Performance	Sales by Ge	ograp	hical S	egment	GLORY
				(Millions of yen)	
	Sales by geographical segment (overseas)	FY2010 Q1-Q2	FY2011 Q1-Q2	Year-on-Year Comparison	
	Americas	2,628	3,896	+1,268	
	Europe	7,816	8,224	+408	
	Asia	3,042	3,502	+460	
	China	1,145	1,265	+120	
	Total	13,486	15,623	+2,137	
	ОЕМ	5,673	4,662	-1,011	
					10

## Sales by Geographical Segment (Overseas Market)

## [ Americas ]

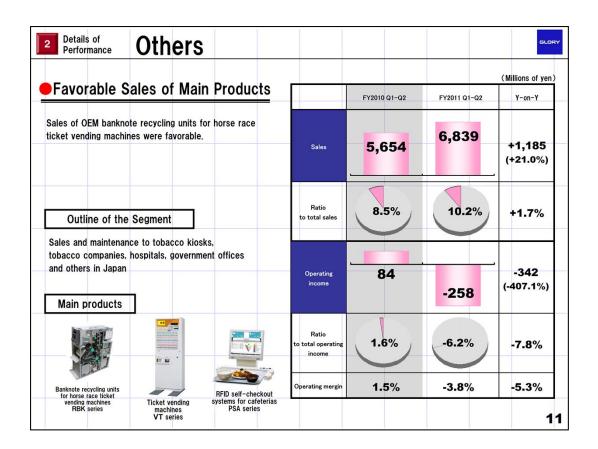
Sales performance in this market was driven by solid sales of OEM banknote and check deposit machines for ATMs, resulting in ¥3,896 million, 48.2% up from the previous year.

## [ Europe ]

While sales of OEM based products were sluggish, sales in the entire European market were firm due to positive effects from the acquisition of Sitrade Italia S.p.A., resulting in ¥8,224 million, 5.2% up from the previous year.

## [ Asia ]

Sales of banknote sorters have constantly expanded in China, India and Indonesia, resulting in  $\pm 3,502$  million, 15.1% up from the previous year.



## **Others**

## [ Sales ]

¥6,869 million (YoY: +21.0%)

# [ Operating loss ]

¥258 million (YoY: -407.1%)

Sales of OEM banknote recycling units for horse race ticket vending machines were favorable.

									/ M. III : -	ns of Ye
					FY2011	Q1-Q2			( WIIIIC	ilis oi Te
Business			Sales				Op	erating incom	пе	
segments	PI	an	Resu	ılt	Comparison	Pla	an	Result	Cor	npariso
Financial Market	21	,000	21,	186	+186 (+0.9%)		800	1,83	•	+1,039 29.9%
Retail & Transportation Market	13	,000	13,	151	+151 (+1.2%)	1	,300	1,72	4 (+:	+42 32.6%
Amusement Market	9	,000	10,	453	+1,453 (+16.1%)		-400	12	9 (+1	+529 32.3%
Overseas Market	16	,000	15,	623	-377 (-2.4%)		900	73	6	-16 18.2%
Others	6	,000	6,	839	+839 (+14.0%)		-100	-25	8 (-1	-158 58.0%
Total	65	,000	67,	255	+2,255 (+3.5%)	2	,500	4,17	-,	+1,67 66.9%

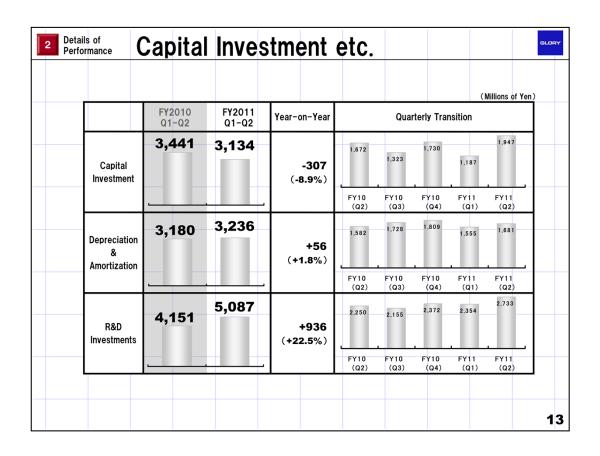
# Sales and Operating Income by Business Segment (Comparison with the Plan)

# [ Sales by Business Segment ]

Sales in all segments except Overseas market has exceeded the plan.

# [ Operating Income by Business Segment ]

Operating income in all segments except Overseas market and Others has exceeded the plan.



# Capital Expenditures etc.

Capital Expenditures: ¥3,134 million (YoY: -8.9%)

Depreciation & Amortization: ¥3,236 million (YoY: +1.8%)

Research & Development expenses: ¥5,087 million (YoY: + 22.5%)

	(Millions of Yen					
	Increase/ Decrease	Percent (%)	FY2011 Q1-Q2	Percent (%)	FY2010 Q1-Q2	
	+797	100.0	67,255	100.0	66,458	Net sales
	+784	62.4	41,954	61.9	41,170	Cost of sales
	+949	31.4	21,128	30.4	20,179	SG&A expenses
	-936	6.2	4,172	7.7	5,108	Operating income
_	-280	0.9	600	1.3	880	Non operating income
	-92	0.6	382	0.7	474	Non operating expenses
	-1,124	6.5	4,391	8.3	5,515	Ordinary income
-	-111	0.1	69	0.3	180	Extraordinary income
	-703 -532	0.4 6.3	239 4,221	1.4 7.2	942 4,753	Extraordinary loss
4	-85	2.6	1,733	2.7	1,818	Total income taxes
-	-707	3.3	2,228	4.4	2,935	Net income
Ī	<b>▲</b> 448	3.7	2,487	4.4	2,935	Income before
	1,023	0.5	356	▲1.0	▲667	minority interests  Total other comprehensive income
	576	4.2	2,844	3.4	2,268	Comprehensive income

# **Analysis of Profit and Loss Statement**

# [ Cost-to-sales ratio ]

YoY: +0.5% despite ongoing corporate structural reform

#### [ SG&A Ratio ]

YoY: +1.0%

## [Operating Income]

¥4.172 million (YoY: -18.3%)

## [Non Operating Income and Expenses]

Foreign exchange loss: ¥225 million

## [Ordinary Income]

¥4,391 million (YoY: -20.4%)

#### [Extraordinary Income and Loss]

Nothing significant reported in this first half of FY2011 (Impairment loss, Retirement befits expenses were posted in the same period of the previous year.)

## [Net Income for the first half of FY2011]

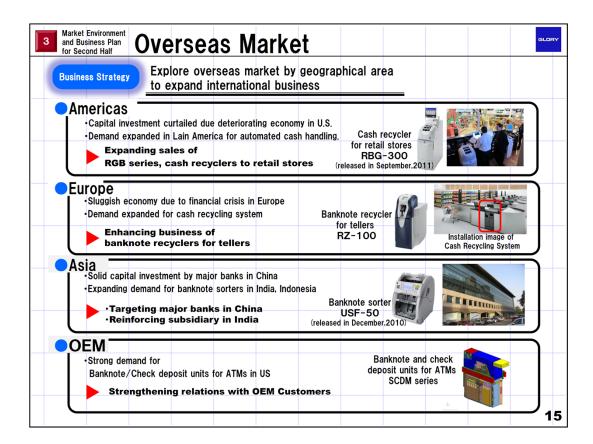
¥2,228 million (YoY: -24.1%)

#### [Comprehensive Income]

¥2,844 million (YoY: +25.3%)

•Income before minority interests: ¥2,487 million

•Other comprehensive income: ¥356 million



#### **Overseas Market**

Basic Strategy: Explore overseas market by geographical area to expand international business

#### [Americas]

- Ongoing stagnation of US economy suppressing capital investment by financial institutions.
- Implementing strategy to expand sales of the new product, RBG series.

#### [Europe]

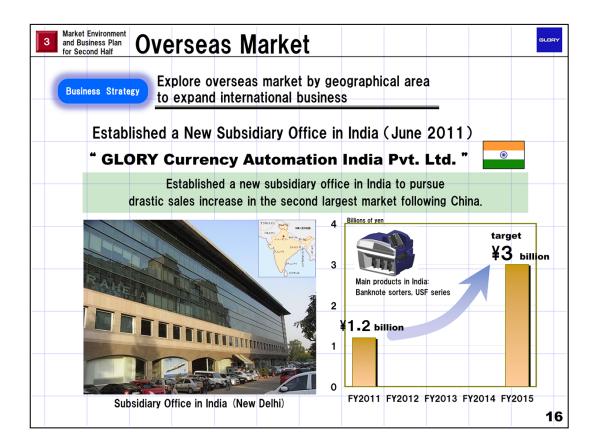
- Ongoing financial crisis in Europe restricting capital investments by financial institutions.
- Enhancing business of cash recyclers for tellers.

#### [Asia]

- Demand for banknote sorters expanding in China, India, Indonesia etc.
- Reinforcing sales to major banks in China as well as strengthening distribution channels in India.

#### [OEM]

- Demand for OEM banknote and check deposit units for ATMs expanding in the US.
- Implementing reinforcement of relations with OEM customers.

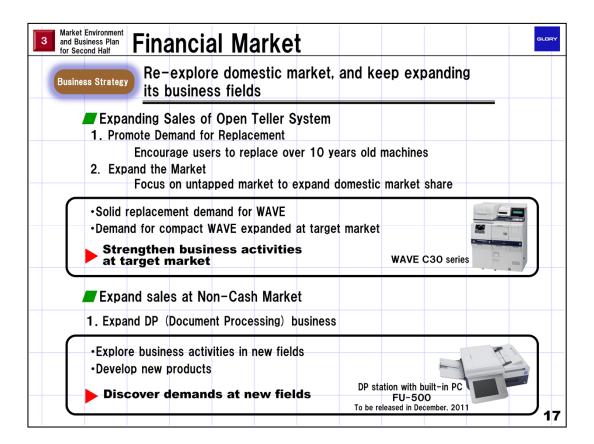


## **Subsidiary Office in India**

GLORY Currency Automation India - established in New Delhi in June 2011.

Proceeding various arrangements to reinforce business structure in India, including employment of local management staff, information collections, reinforcement of relations with various financial institutions etc.

FY 2011 Targeted Sales turnover in India: ¥1,200 million



#### **Financial Market**

## [ Basic Strategy ]

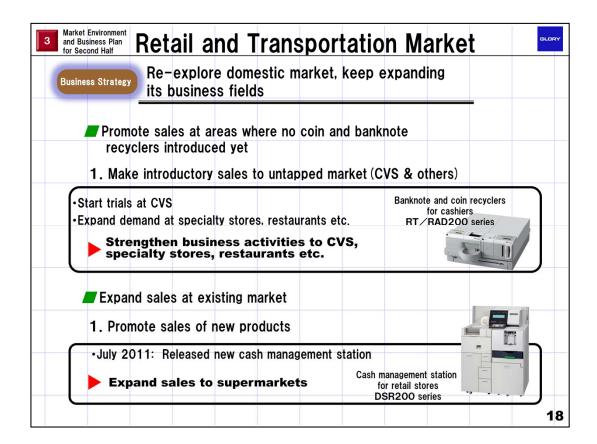
- Expand sales of our main product, open teller systems
- Expand sales at Non-Cash Market

#### Open Teller Systems ...

Reinforce sales of compact WAVE to target users

#### Non-Cash Market •••

 Discover demands at new fields within DP (Document Processing) industry through introducing new type of document scanners



## **Retail and Transportation Market**

#### [ Basic Strategy]

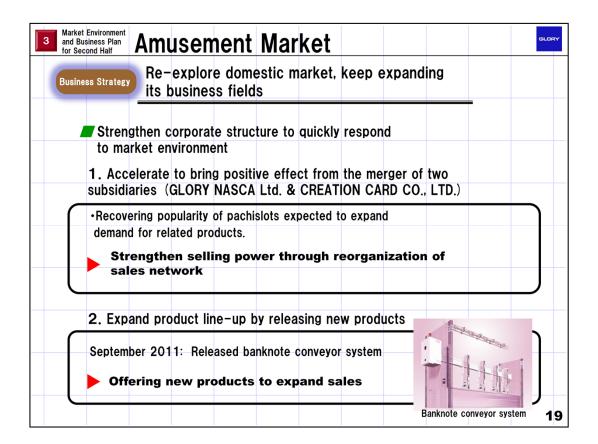
- · Promote sales at areas where no coin and banknote recyclers introduced yet
- Expand sales at existing market

#### Coin and Banknote Recyclers for Cashiers •••

- Started trial operations at a CVS(Convenience Stores), aiming to introduce on a nationwide level.
- Various installations along with big projects from food-service industry has been proceeding successfully.

#### Cash Management Station for Retail Stores · · ·

Strengthen sales activities to target users in supermarket business.



#### **Amusement Market**

#### [ Basic Strategy ]

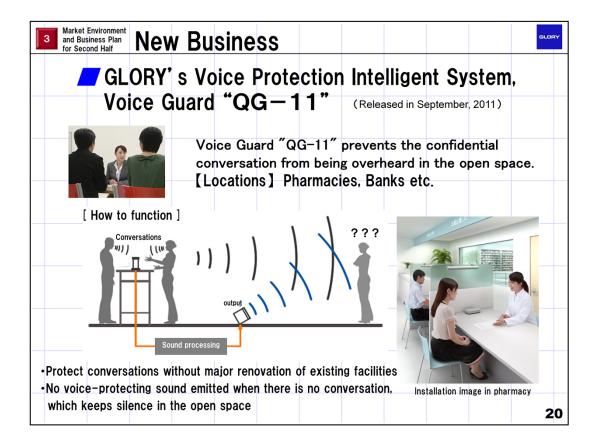
Strengthen corporate structure to quickly respond to market environment

#### Effects from the merger of two subsidiaries •••

Reinforcing corporate structure of new GLORY NASCA, including reorganization of sales network, development of marketing tools, exhibition through private show, implementation of business workshop.

#### Introduction of new products •••

Releasing new banknote conveyor system to increase orders at the year-end sales promotion.



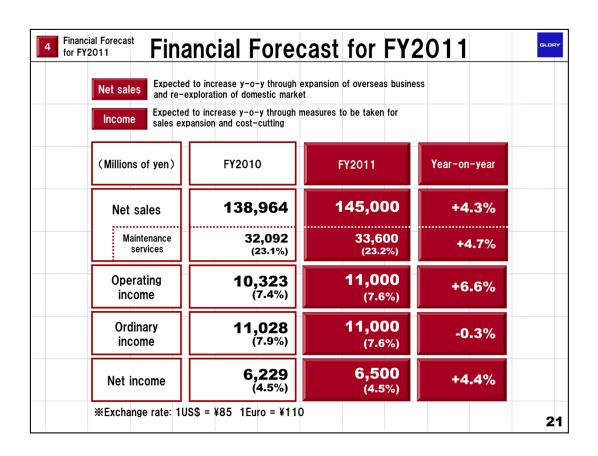
#### **New Business**

GLORY and Victor Entertainment, Inc. announced, this late August, joint promotion of the new business to provide "Sound Space Providing Service".

This service provides customers with amenity space based on the integration of the following technical expertise of the two companies:

- GLORY's "Speech Privacy Protection System"
- Victor's "High-Resolution Audio System"

We will introduce the system to various companies, organizations and autonomies, such as banks, security companies etc.



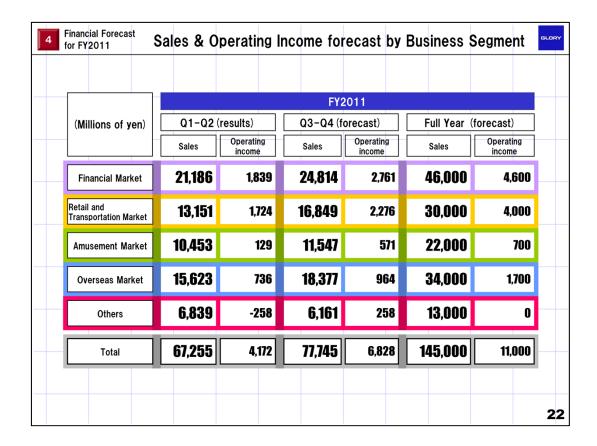
# Financial Forecast for FY2011 ending March 2012

Net sales: ¥145 billion (YoY: +4.3%)

Operating income: ¥11 billion (YoY: +6.6%)
Ordinary income: ¥11 billion (YoY: -0.3%)

Net income: ¥6.5 billion (YoY: +4.4%)

Note: Above figures remain unchanged from the previous forecast announced on May 20, 2011.



# Sales and Operating Income Forecast by Business Segment

In considering the current business environment, GLORY has decided to change previous figures as follows.

#### [ Financial Market ]

•Sales: ¥47,000 million → ¥46,000 million

Operating Income : ¥4,700 million → ¥4,600 million

#### [ Retail & Transportation Market ]

•Sales: ¥3,000 million (remain unchanged)

Operating income ¥3,900 million → ¥4,000 million

#### [ Amusement Market ]

• Sales ¥20,000 million → ¥22,000 million

Operating Income ¥200 million →¥700 million

#### [ Overseas Market ]

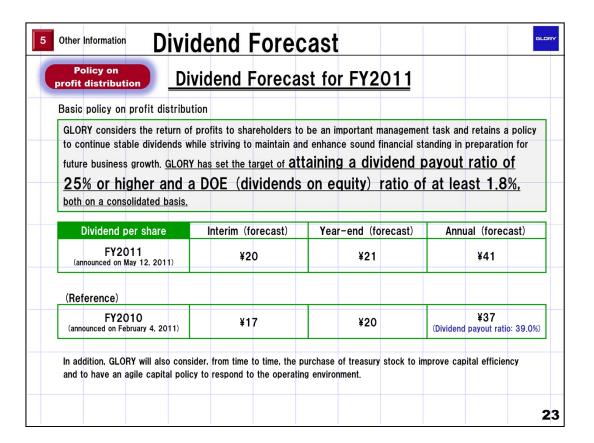
•Sales ¥35,000 million → ¥34,000 million

Operating income ¥2,100 million → ¥1,700 million

#### [Others]

Sales: ¥1,300 million (remain unchanged)

Operating income ¥100 million → ¥0 million



#### **Dividend Forecast**

GLORY will rise the DOE (Dividends On Equity) ratio to at least 1.8% while keeping the dividend payout ratio unchanged at 25% or higher, both on a consolidated basis, in an effort to further increase the return to the shareholders.

Indicated Annual Dividend for FY2011(Forecast)

Interim: ¥20/share, Final: ¥21/share, Annual: ¥41/share