

	Cons	olidate	ed Fina	ancial Resi	ults
1	Cons for F		ed Fina	ancial Resi	ults
			2) Net	formance Overview Sales Fluctuation Factors erating Income Fluctuation Factor	P3 P4

overseas mark Income increa development a	reased because of higher sal tet, although sales were weak sed because of sales growth activities and in productivity, a nd other measures.	k in the financial market . as well as improvements i	n the efficiency of
(Millions of yen)	FY2010	FY2011	Year-on-year comparison
Net sales	138,964	146,937	+5.7%
Maintenance service	32,092 (23.1%)	33,944 (23.1%)	+5.8%
Operating income	10,323 (7.4%)	11,274 (7.7%)	+9.2%
Ordinary income	11,028 (7.9%)	11,908 (8.1%)	+8.0%
Net income	6,229 (4.5%)	6,246 (4.3%)	+0.3%

Performance Overview Year-on-Year

[Sales]

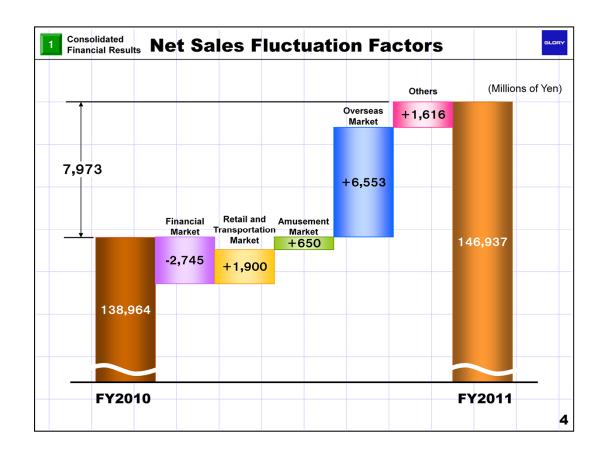
Sales increased 5.7% as sales were higher in four business segments compared with the previous fiscal year, decreasing only in the financial market segment.

[Operating Income]

Operating income increased 9.2% compared with the previous fiscal year mainly due to following reasons;

- 1. Cost-cutting measures such as using overseas production and procurement
- 2. Improvement of operational efficiency by streamlining subsidiary operations
- 3. Collection of claims provable in bankruptcy in amusement market

Ordinary income increased 8.0% and net income increased 0.3%, compared with previous fiscal year.



<u>Contributions to Change in Net Sales by Business Segment</u> (Y-on-Y)

Sales were ¥7,973 million higher than one year earlier.

[Segment with lower sales]

Financial market: decreased ¥2,745 million

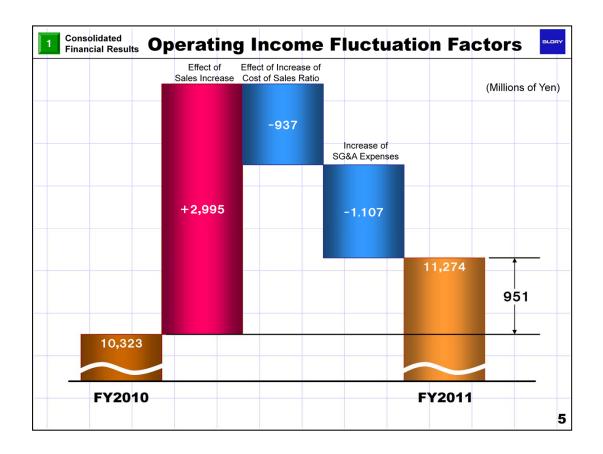
[Segments with higher sales]

Retail & transportation market: increased ¥6,553 million

Amusement market: increased ¥1,900 million

Overseas market: increased ¥650 million

Others: increased ¥1,616 million



Reasons for Change in Operating Income (Y-on-Y)

Operating income increased ¥951 million than one year earlier.

[Major positive factor]

Increased by ¥2,995 million thanks to sales growth.

[Major negative factors]

Reduced by ¥937 million due to higher cost of sales ratio, and by ¥1,107 million due to higher SG&A expenses.

			GLORY
2	Details of for FY20	of Performance 012	
		1) Sales & Operating income by Business Segment (Y-on-Y) 2) Quarterly sales by business segment 3) Sales & Operating income by Business Segment (Comparison with original target) 4) Capital Investment and other expenses 5) Analysis of Consolidated Statements of Income and Comprehensive Income	P 7 P 14 P 15 P 16 P 17

					(1	Millions of ye
		Net Sales		Оре	rating Income	
Business Segments	FY2010	FY2011	Year-on-Year comparison	FY2010	FY2011	Year-on-Yea
Financial Market	46,936	44,191	-2,745 (-5.8%)	5,586	3,954	-1,632 (-29.2%
Retail & Transportation Market	26,666	28,566	+1,900 (+7.1%)	2,292	3,695	+1,403 (+61.2%
Amusement Market	24,161	24,811	+650 (+2.7%)	824	2,039	+1,21! (+147.3%
Overseas Market	28,753	35,306	+6,553 (+22.8%)	1,349	1,837	+488 (+36.1%
Others	12,446	14,062	+1,616 (+13.0%)	269	-253	-522 (–
Total	138,964	146,937	+7,973 (+5.7%)	10,323	11,274	+95 ⁴ (+9.2%

Sales & Operating Income by Business Segment (Y-on-Y)

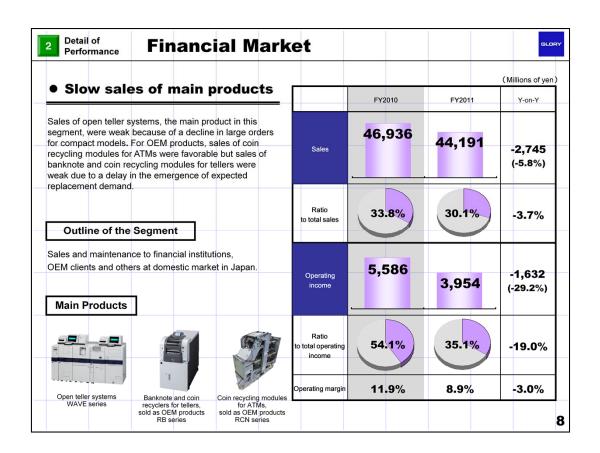
[Sales by business segment]

Financial market sales decreased but sales were higher in the other four business segments.

[Operating income by business segment]

Operating income increased in the retail & transportation market, amusement market and overseas market segments.

Operating income decreased in the financial market and "others".



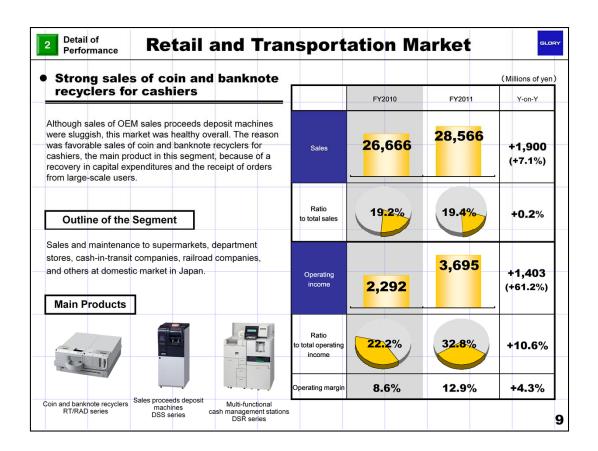
Financial Market

[Sales]

Sales decreased by 5.8% to ¥44,191 million

[Operating income]

Operating income decreased by 29.2% to ¥3,954 million



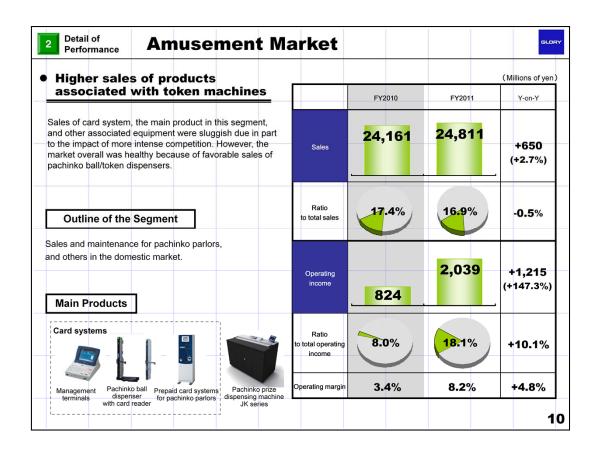
Retail & Transportation Market

[Sales]

Sales increased by 7.1% to ¥28,566 million

[Operating income]

Operating income increased by 61.2% to ¥3,695 million



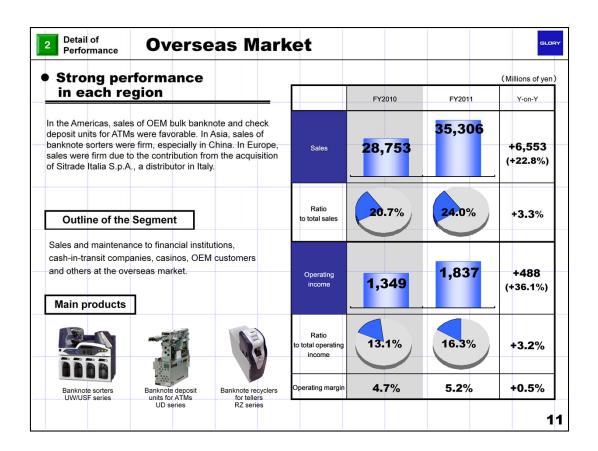
Amusement Market

[Sales]

Sales increased by 2.7% to ¥24,811 million

[Operating income]

Operating income increased by 147.3% to \$2,039 million due to such reasons as collection of claims provable in bankruptcy



Overseas Market

[Sales]

Sales increased by 22.8% to ¥35,306 million

[Operating income]

Operating income increased by 36.1% to ¥1,837 million

			(Millions of yen)
Sales by geographical segment (overseas)	FY2010	FY2011	Year-on-Year Comparison
Americas	5,988	8,493	+2,505 (+41.8%)
Europe	14,710	16,335	+1,625 (+11.0%)
Asia	8,054	10,477	+2,423 (+30.1%)
China	3,960	5,523	+1,563 (+39.5%)
Total	28,753	35,306	+6,553 (+22.8%)
ОЕМ	9,306	10,309	+1,003 (+10.8%)

Sales by Geographical Segment

[Americas]

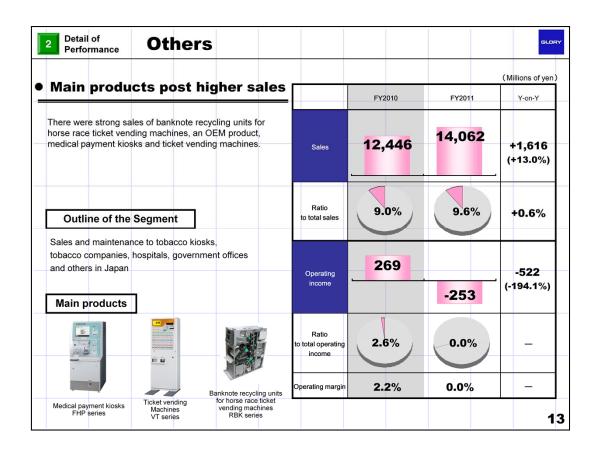
Increased by 41.8% to ¥8,493 million because of higher sales of bulk banknote and check deposit units for ATMs, an OEM product.

[Europe]

Increased by 11.0% to ¥16,335 million thanks to the effect of the acquisition of Sitrade Italia, despite weak sales of OEM products.

[Asia]

Increased by 30.1% to ¥10, 477 million because of steady growth in sales of banknote sorters in China, India and Indonesia.



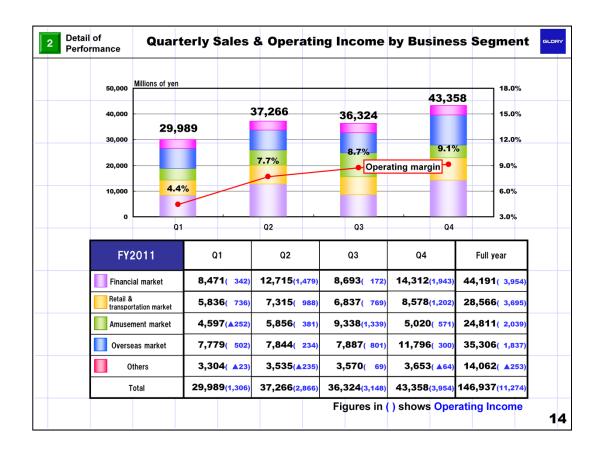
Others

[Sales]

Sales increased by 13.0% to ¥14,062 million

[Operating income]

Operating loss of ¥253 million



Quarterly Sales and Operating Income by Business Segment

「Q4 Sales ☐

Increased by 9.8% to $\pm 43,358$ millions. The Q4 sales is 29.5% of full year

[Q4 Operating margin]

Increased by 1.7% to 9.1% due to sales increase, collection of claims provable in bankruptcy in amusement market, etc.

									(Millio	ns of ye
					FY2	011			(Willion	is or ye
Business			Net Sale	es			Оре	erating Incor	ne	
Segments	Targets	3	Resu	lts	Comparison with the target	Targ	ets	Results		nparisor the targe
Financial Market	43,5	00	44,	191	+691 (+1.6%)	3	,400	3,95	4 (+	+55 16.3%
Retail & Transportation Market	30,0	00	28,	566	-1,434 (-4.8%)	4	,000	3,69	5 ,	-30 (-7.6%
Amusement Market	24,0	00	24,	811	+811 (+3.4%)	1,	,400	2,03	9 (+	+63! 45.6%
Overseas Market	34,5	00	35,	306	+806 (+2.3%)	2	,200	1,83	7 (-	-36 16.5%
Others	13,0	00	14,	062	+1,062 (+8.2%)		0	-25	3	-25 :
Total	145,0	00	146,	937	+1,937 (+1.3%)	11	,000	11,27	4 (+274 +2.5%

Sales & Operating Income by Business Segment (Y-on-Y)

[Sales by business segment]

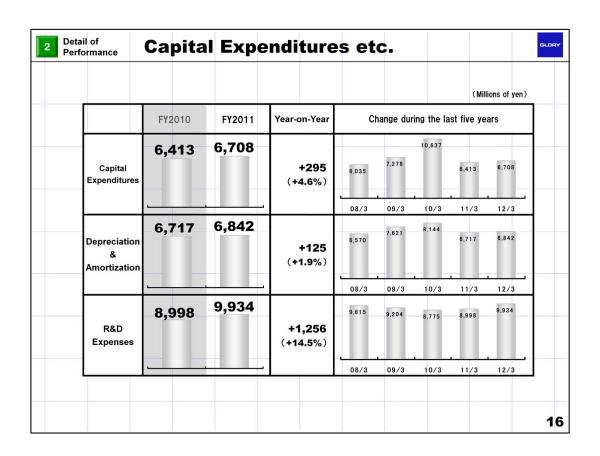
Sales exceeded the target in all segment except for retail & transportation market. Total sales was 1.3% higher than the target.

[Operating income by business segment]

Retail & transportation market, overseas market and "others" -lower than the target.

Financial market and amusement market -exceeded the target.

Total operating income was 2.5% higher than the target.



Capital expenditures etc.

Capital expenditures were ¥6,708 million.

Depreciation and amortization was ¥6,842 million.

R&D expenses increased by ¥936 million to ¥9,934 million.

(Millions of Yen)						
Increase/ Decrease	ratio	FY2011	ratio	FY2010		
+7,973	100.0	146,937	100.0	138,964	Net sales	
+5,915	63.1	92,672	62.4	86,757	Cost of sales	
+1,107	29.3	42,990	30.1	41,883	SG&A expenses	
+951	7.7	11,274	7.4	10,323	Operating income	
-93	0.8	1,225	0.9	1,318	Non operating income	
-21	0.4	592	0.4	613	Non operating expenses	
+880	8.1	11,908	7.9	11,028	Ordinary income	
	0.2	241	0.3	405	Extraordinary income	
-779	0.3	507	1.4	1,306	Extraordinary loss	
+1,515	7.9	11,642	7.3	10,127	Income before income taxes	
+1,093	3.4	4,945	2.8	3,852	Total income taxes	
+17	4.3	6,246	4.5	6,229	Net income	
+422	4.6	6,696	4.5	6,274	Income before minority interests	
+606	-0.2	-318	-0.7	-924	Total other comprehensive income	
+1,028	4.3	6,378	3.8	5,350	Comprehensive income	

<u>Analysis of Consolidated Statements of Income</u> <u>and Comprehensive Income</u>

Operating income increased by 9.2% to ¥11,274 million due to decrease of SG&A expense ratio by 0.8 % although cost to sales ratio increased by 0.7% from previous year.

Non operating loss decreased significantly due to decrease in foreign exchange loss (¥78 million) and ordinary income increased by 8.0% to ¥11,908 million.

There were no major extraordinary loss, and income before income taxes was ¥11,642 million.

Net income increased by 0.3% to ¥6,246 million although there was a reversal of deferred tax assets of ¥750 million due to a revision of taxation system.

Comprehensive income was ¥6,378 million, the combination of income before minority interests of ¥6,696 million and a deduction of ¥318 million for total other comprehensive income.





Overseas Market

[Key Initiatives]

Execute strategies for individual regions and establish earnings models

[Americas]

Implement strategy for sales expansion of new products (RBG series).

[Europe]

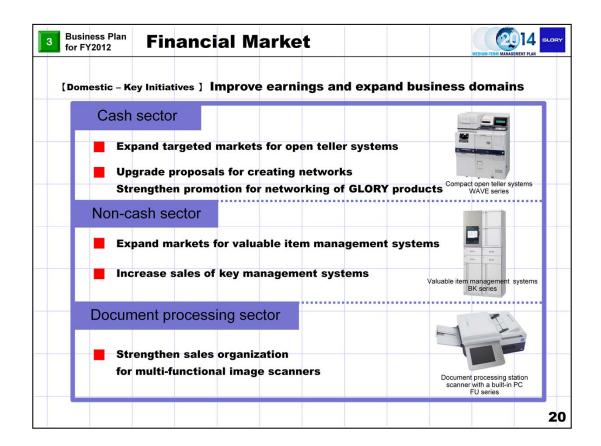
Strengthen retail market business with new CASHINFINITY system.

[Asia]

Strengthen sales of new products which meets the needs in China and developing countries.

[OEM]

Promote further sales through closer relationship with OEM customers.



Domestic Market

[Key Initiatives]

Improve earnings and expand business domains

Financial market

[Cash sector]

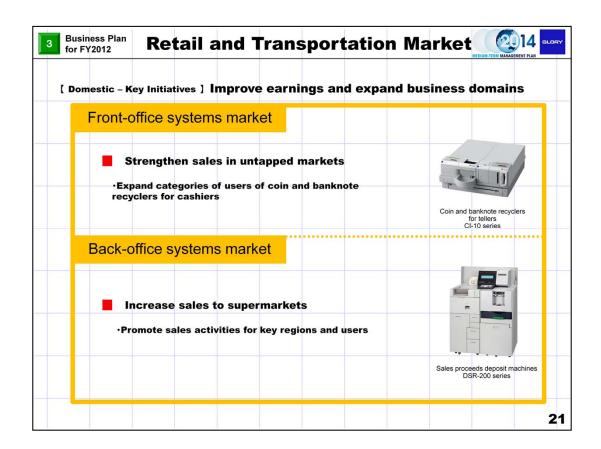
Penetrate market of open teller system and strengthen promotion for networking of money handling machines including "WAVE" open teller system.

[Non-cash sector]

Increase sales of valuable item management systems and key management systems.

[Document processing sector]

Implement sales strategy for multi-functional image scanner.



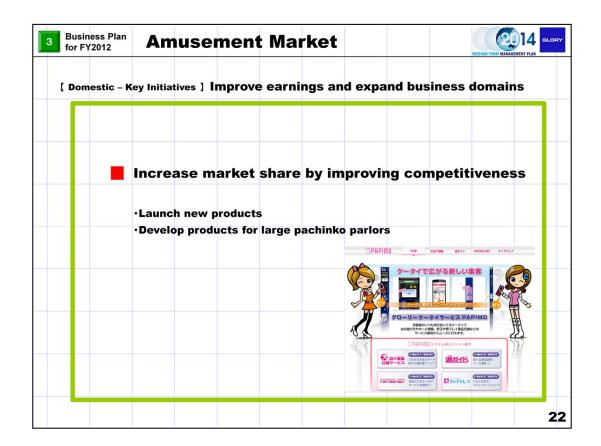
Retail and Transportation Market

[Front-office systems market]

Expand categories of users of cash recyclers for cashiers, such as restaurants, drug stores and convenience stores.

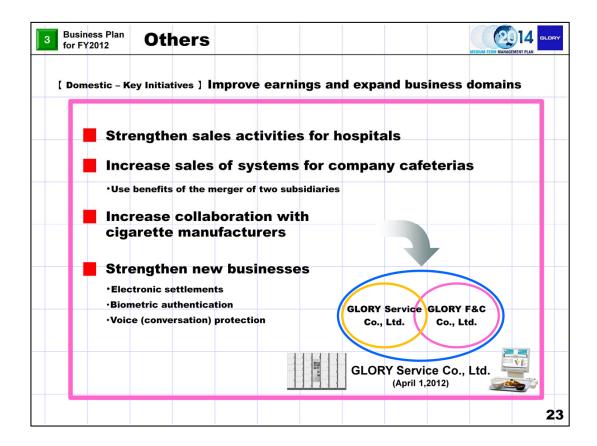
[Back-office systems market]

Expand sales to supermarkets by promoting the advantage of GLORY products.



Amusement Market

To expand our share in the market, promote development new products including those targeting large pachinko parlors.



Others

Implement these measures:

Merged two subsidiary companies on April 1, this year.

GLORY Service Co., Ltd. - sales and operation of coin operated lockers

GLORY F&C Co., Ltd. - sales of company cafeteria system and ticket vending machines.

Strengthen business activities and efficiency as new GLORY Service Co., Ltd.

[&]quot;Strengthen sales activities for hospitals "

[&]quot;Increase sales of systems for company cafeterias "

[&]quot;Increase collaboration with cigarette manufacturers"

[&]quot;Strengthen new businesses"

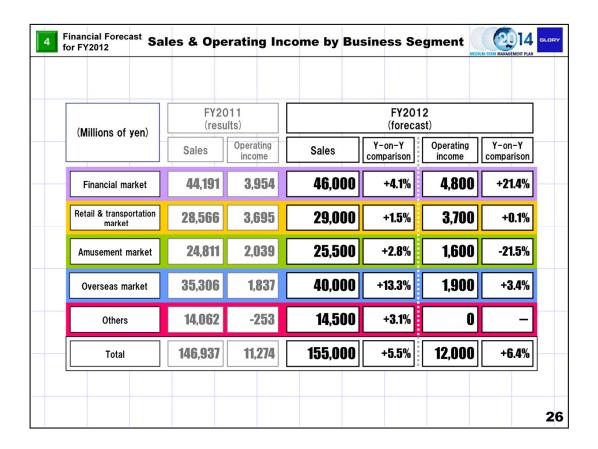
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4	Fin	and	cial	fo	rec	ast	for	FY	201	2
MEDIUM-TERM MANAGEMEN	4 IT PLAN				2) Sa by 3) Ha	nancial For ales & Ope y Business alf-Yearly S	rating Incor Segment	me Foreca	ast F	225 226 227

expandin	higher sales due to growth ir g sources of demand in dom	estic market	
(Millions of yen)	FY2010	FY2011	Year-on-year comparison
Net sales	146,937	155,000	+5.5%
Maintenance service	33,944 (23.1%)	34,000 (21.9%)	+0.2%
Operating income	11,274 (7.7%)	12,000 (7.7%)	+6.4%
Ordinary income	11,908 (8.1%)	12,000 (7.7%)	+0.8%
Net income	6,246 (4.2%)	7,000 (4.5%)	+12.1%

Financial Forecast for FY2012

Net sales up 5.5% to ¥155.0 billion Operating income up 6.4% to ¥12.0 billion Ordinary income up 0.8% to ¥12.0 billion Net income up 12.1% to ¥7.0 billion

^{*} Examinations are under way in relevant countries regarding the regulatory clearances of the acquisition of Talaris Topco Limited and it is not clear at this time when the clearances will be obtained. Consequently, the above forecast does not include the financial impact of this acquisition on financial result.



Sales & Operating Income Forecast by Business Segment

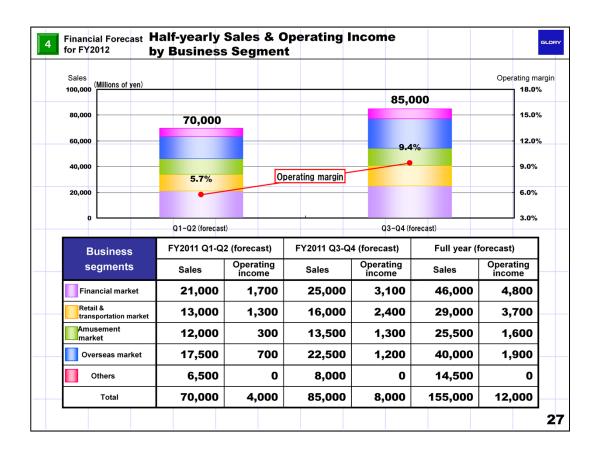
[Sales]

Sales in overseas market will drastically increase by 13.3% to ¥4 billion. Other segments also estimate sales increase.

[Operating Income]

Operating margin in amusement market will significantly decrease due to absence of positive factor which existed in previous year.

Operating margin will improve in financial market and remain as same as previous year in other segments.



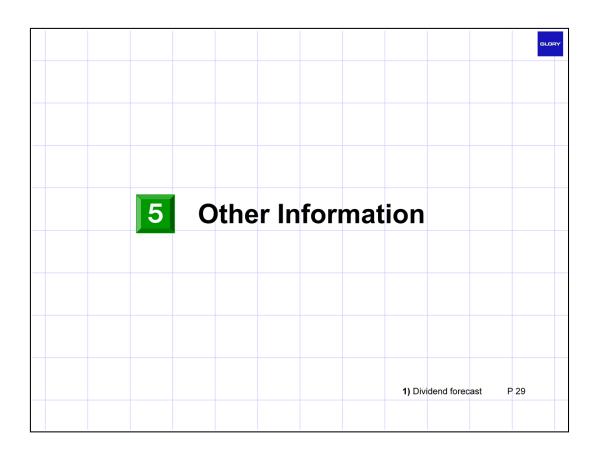
<u>Half-yearly Sales and Operating Income by Business</u> <u>Segment</u>

[Breakdown of sales (estimated)]

First half: 45% Second half: 55%

[Breakdown of operating Income (estimated)]

First half: 33% Second half: 67%



Basi	ic policy or	n profit distr	ibution				
							nt task and retains a policy
							tanding in preparation for
futu	ire business	growth. GL	ORY has set	the target of a	ttaining a c	dividend	payout ratio of
25	5% or hi	gher and	d a DOE	(dividends	on equity	ratio o	f at least 1.8%,
		olidated bas					
	Dividend p	er share	Interi	m (forecast)	Year-end	(forecast)	Annual (forecast)
(8	FY20 announced on M			¥21	¥	21	¥42 (Dividend payout ratio 39.4
/D	eference)						
(RE)11		¥20	, v	22	¥42

Dividend Forecast

[Basic Policy on Profit Distribution]

GLORY considers the return of profits to shareholders to be an important management task and retains a policy to continue stable dividends while striving to maintain and enhance sound financial standing in preparation for future business growth. GLORY has set the target of attaining a dividend payout ratio of 25% or higher and a DOE (dividends on equity) ratio of at least 1.8%, both on a consolidated basis.

For the fiscal year, annual dividend is planned to be ¥42 (interim dividend of ¥21 and yea end dividend of ¥21)

[Purchase of Treasury Stock]

GLORY will consider, from time to time, the purchase of treasury stock to improve capital efficiency and to have an agile capital policy to respond to the operating environment.