



Investment in Showcase Gig Inc. and Conclusion of Capital and Business Alliance Agreement

Glory Ltd.
January 19, 2021

Goals & Purpose of Alliance

Expansion of Data-Based Marketing Business Targeting Foodservice Market

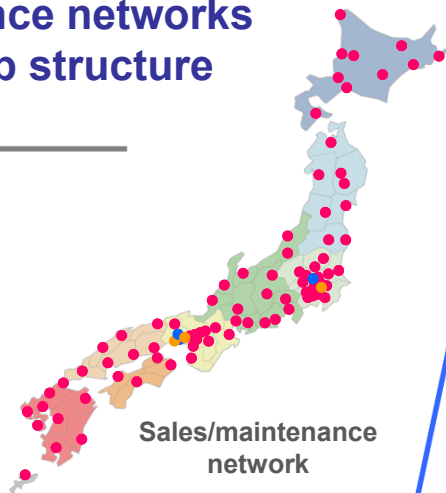
Offering solutions that integrate hardware and software services to create sustainable store operations

GLORY

Global provider of ticket vending machines, kiosks and coin and banknote recycler for cashers, etc. to retail and restaurant markets.

Strengths:

- Product development capabilities
- Sales/maintenance networks
- Integrated Group structure
- Customer base



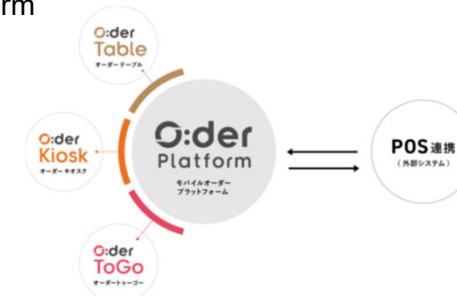
SHOWCASE GiG

The market leader & platform of providing mobile order services

Strengths:

- Capacity of integrating with existing system such as various POS systems
- UI/UX development capabilities
- Existing customer base


Providing services to dining and drinking establishments via its O:der platform



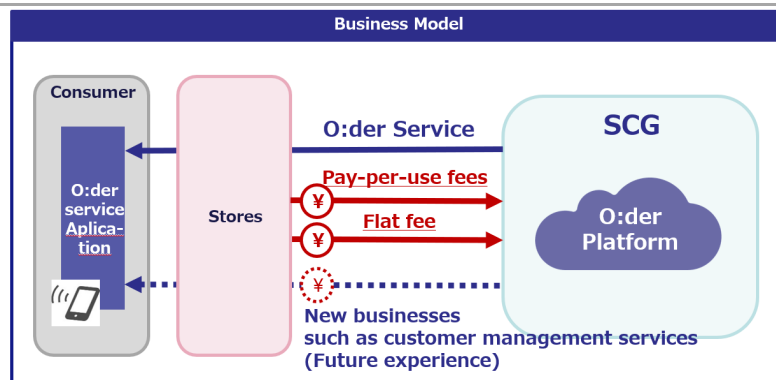
Profile of Showcase Gig Inc.

Company Outline

Source : Showcase Gig website

Name	Showcase Gig Inc.
Head office	7F Aoyama Building, 1-2-3 Kita-Aoyama, Minato-ku, Tokyo
Founder	Takefumi Nitta (CEO)
Established	February 9, 2012
No. of Employees	89 (as of November 2020)
Partner companies	

Business Model



Business overview

Key services through O:der mobile order platform

- (1) In-store mobile order service** **O:der Table**
Customers can view the menu, order, and pay online by scanning QR code.
- (2) Take-out mobile order** **O:der ToGo**
Customers order and pay ahead and can pick up their orders at the store without making lines.
- (2) Next-generation touch-panel order and payment terminal** **O:der Kiosk**
Internet-connected order and payment device integrated with mobile orders and various in-store terminals



O:der services have been implemented at approximately 3,500 stores since inception

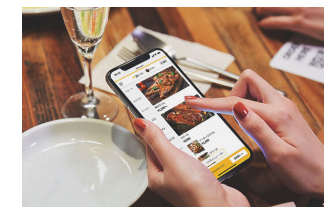


- Beef bowl chain
- Hamburger chain
- Ramen chain
- Coffee chain

- Station bento store



- Department store
- Commercial complex in railway station
- Convenience store



Showcase Gig Inc.'s Distinctive Features

1. Business Area

- **Offers a wide range of services in the mobile order and BOPIS[®] markets**

*BOPIS[®]: Stands for “Buy Online, Pick up In Store”.

Pick-up methods include over the counter, from a locker, or curbside pick-up.

BOPIS[®] is a trademark or registered trademark of Showcase Gig Inc.

2. Strengths

- **Product design that is capable of integrating with existing systems such as POS (including legacy and tablet-based), which is especially required to serve the national-chain operators**
- **Highly sophisticated UI/UX development capabilities**

3. Solid Track Record

Showcase Gig launched “first” smartphone-based order and payment systems in Japan in 2013. Since then Showcase Gig has been expanding its customer base and kept a strong track record in a wide range of business areas, including QSR, BBQ (yakiniku) restaurants, Japanese style bars and cafes.

Anticipated Benefits for Glory

Business transformation toward the realization of Long-Term Vision 2028

—Provision of value-added services through digital transformation—

◆ Anticipated synergy benefits ◆

- **Enhanced value-adding and market expansion for ticket vending machines and KIOSK terminals by integrating them with the services provided by SCG**

By merging the two companies' consumer purchase data and expertise in solving store operation issues, we will aim to expand our foundations in existing domains such as dining and drinking establishments.

- **Provision of new services, such as customer and store analysis in response to the business management issues of dining and drinking establishments**

To solve business management-related issues, such as creating environments that prevent the Three Cs (crowded places, close-contact settings, and confined and enclosed spaces) and responding to diversifying consumer needs, we will conduct customer and store analysis and propose new services that will attract customers and create new ones.

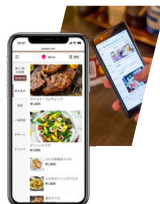
- **Creation of new solution services for dining and drinking establishments and retail stores through the construction of a joint DMP**

We will gather high-quality data, build a joint DMP that is capable of advanced analysis, and create new solution services that will lead to increased customer satisfaction, e.g. personalization.

- **Promotion of BOPIS[®], using Glory's existing products**

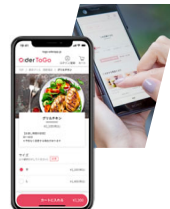
We will promote services that enable no-contact, in-store pick-up of purchases by, for example, installing Glory lockers in stores.

O:der
Table



In-store mobile order service

O:der
ToGo



Take-out mobile order

O:der
Kiosk



Next-generation touch-panel order and payment terminal

Vision for Digital Transformation of Foodservice Businesses in the New Normal Era

We will contribute to problem-solving in dining and drinking establishments in the new era.

