The Long-Range Vision 2018 (Revised)
Changes to the Long-Range Vision 2018

**Long-Term Basic Policy**
Create new value through “superb manufacturing technique” and pursue dreams for the future
Seek sustained corporate growth together with society through CSR activities

**Long-Term Basic Strategy**

- **Business Strategy**
  - Domestic operations: Capture untapped markets and introduce new products
  - Overseas operations: Capture new markets and establish a profit-earning model in emerging economies
  - New businesses: Establish operations in the non-money-handling field

- **Constitutional Strategy**
  - Develop pioneer technologies to become part of GLORY’s backbone strengths and apply inimitable excellence in “manufacturing technique”
  - Realize QCD (quality, cost, delivery) that supports the business strategy

- **Corporate Management Strategy**
  - Establish a solid business infrastructure of the Group and develop global human capital
  - Maximize synergies of Group management

**Long-Term Performance Targets** (FY2018)
- Consolidated net sales: ¥220 billion
- Consolidated operating margin: 12%

**Revised**
- Consolidated net sales: ¥260 billion
- Consolidated operating margin: 12%

Fiscal year runs from April 1st to next March 31st
Long-Range Vision 2018

Performance Target

【Consolidated Operating Margin】

【Sales by Segment】

The exchange rate for FY2014 and FY2018: £1=¥125

Fiscal year runs from April 1st to next March 31st