



# The Long-Range Vision 2018 (Revised)

GLORY LTD.



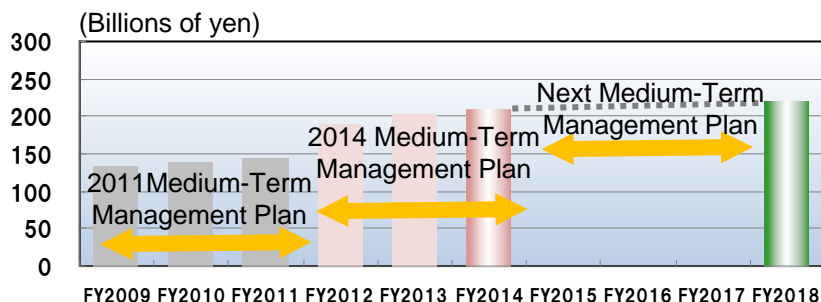
## 【Long-Term Basic Policy】

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

### Previous

#### 【Long-Term Performance Targets】 (FY2018)

- Consolidated net sales: ¥220 billion
- Consolidated operating margin: 12%



#### 【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

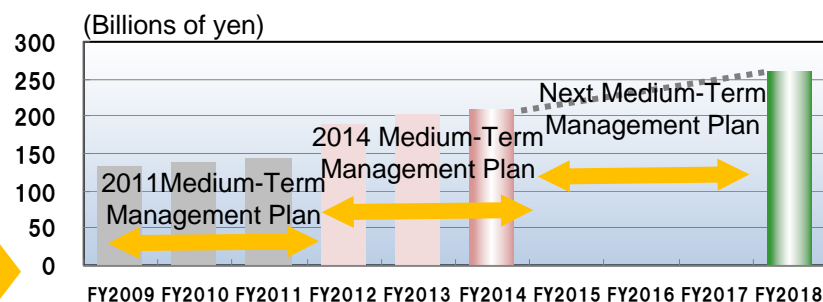
##### ○ Corporate Management Strategy

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

### Revised

#### 【Long-Term Performance Targets】 (FY2018)

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



#### 【Long-Term Basic Strategy】

##### ○ Business Strategy

- Domestic operations: Capture untapped markets and introduce new products
- Overseas operations: **Enhance business expansion in new business fields in developed countries and in emerging economies**
- New businesses: Establish operations in the non-money-handling field

##### ○ Constitutional Strategy

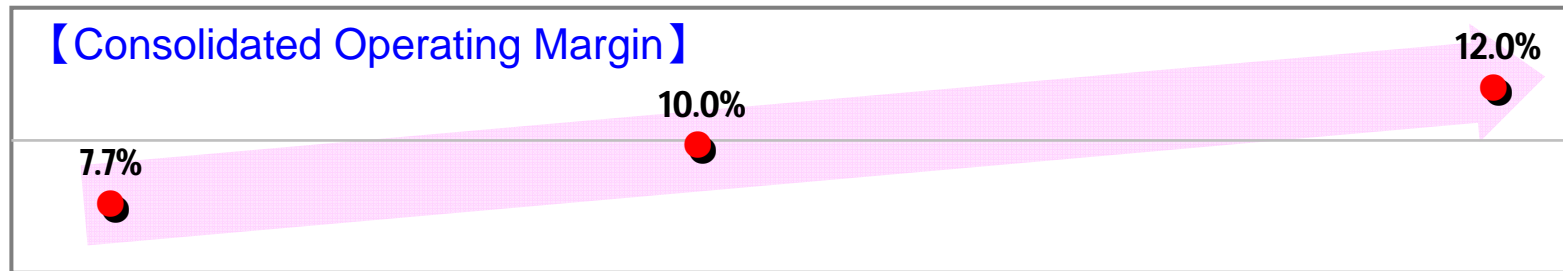
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# Performance Target



300  
(Billions of yen)

## 【Sales by Segment】

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

