

Consolidated Financial Results for the Six Months ended September 30, 2019

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1

Consolidated Financial Results for the Six Months ended September 30, 2019

Net Sales

Overall sales were lower due to the large-scale demand of the previous year having run its course in Financial Market.

Income

Operating income increased year-on-year mainly due to maintenance sales increase and improvement of product mix.

(Millions of yen)	FY2018		FY2019		Y-on-Y
	Six months ended September 30, 2018	Ratio	Six months ended September 30, 2019	Ratio	
Net Sales	109,587	100.0%	108,505	100.0%	-1.0%
Maintenance Services	33,830	30.9%	35,489	32.7%	+4.9%
Operating Income	7,011	6.4%	9,018	8.3%	+28.6%
Ordinary Income	6,913	6.3%	8,316	7.7%	+20.3%
Net Income Attributable to Owners of Parent	3,822	3.5%	4,859	4.5%	+27.1%
※ EBITDA	13,189	12.0%	15,772	14.5%	+19.6%
Exchange rate	US\$	¥ 110	¥ 109		
	Euro	¥ 130	¥ 121		

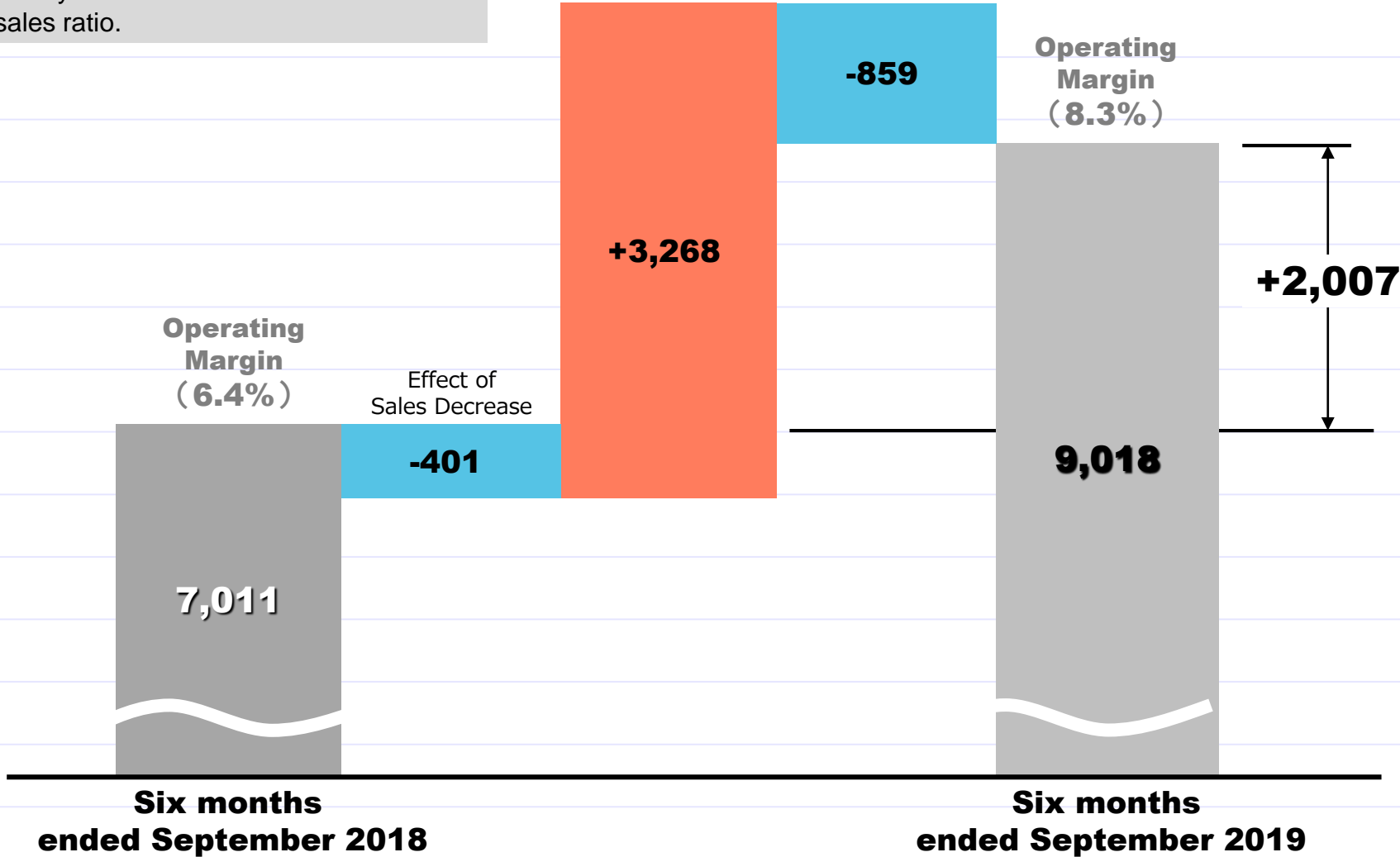
*EBITDA=Operating income(loss) + Depreciation and amortization + Goodwill amortization






Factors of Operating Income Change

(Millions of Yen)

Operating income increased year-on-year mainly due to effect of decrease of cost of sales ratio.

Effect of decrease of Cost of Sales Ratio Increase of SG&A Expenses



(Millions of yen)	Sales			Operating Income		
	Six months ended September 30, 2018	Six months ended September 30, 2019	Y-on-Y	Six months ended September 30, 2018	Six months ended September 30, 2019	Y-on-Y
 Overseas Market	45,839	47,564	+1,725 +3.8 %	1,187	4,047	+2,860 +240.9 %
 Financial Market	28,461	22,335	-6,126 -21.5 %	3,537	2,068	-1,469 -41.5 %
 Retail & Transportation Market	24,149	25,483	+1,334 +5.5 %	2,069	2,919	+850 +41.1 %
 Amusement Market	9,586	10,543	+957 +10.0 %	760	1,293	+533 +70.1 %
 Others	1,551	2,578	+1,027 +66.2 %	-542	-1,309	-767 - %
Total	109,587	108,505	-1,082 -1.0 %	7,011	9,018	+2,007 +28.6 %

2

Details of Performance for the Six Months ended September 30, 2019

(Millions of Yen)

Sales of products for retail industry were higher

	Six months ended September 30, 2018	Six months ended September 30, 2019	Y-on-Y
Sales	45,839	47,564	+1,725 +3.8 %
Ratio to total net sales	41.8%	43.8%	+2.0 pt
Operating income	1,187	4,047	+2,860 +240.9 %
Ratio to total operating income	16.9%	44.9%	+28.0 pt
Operating margin	2.6%	8.5%	+5.9 pt

Highlights

- ☑ Banknote recyclers for tellers
➔ Lower sales in Europe
- ☑ Sales proceeds deposit
machines for retail industries
➔ Higher sales in the U.S.

Outline of the Segment

Sales and maintenance services to financial institutions, cash-in-transit companies, retail stores, casinos, OEM clients and others in overseas.

Main Products



Banknote recyclers
for tellers
<RBG series>



Sales proceeds
deposit machines
<CI-100 series>



Banknote sorters
<UW series>

(Millions of Yen)

(Millions of yen)	Six months ended September 30, 2018	Six months ended September 30, 2019	Y-on-Y	
				Local currency basis
Americas	15,519	16,954	+1,435 +9.2 %	+10.9%
EMEA	20,284	20,345	+61 +0.3 %	+7.3%
Asia	5,498	6,511	+1,013 +18.4 %	-
China	1,456	2,265	+809 +55.6 %	+66.2%
OEM	4,537	3,753	-784 -17.3 %	-17.3%
Total overseas sales	45,839	47,564	+1,725 +3.8 %	-

- Americas** ... Sales of products for retail industry were higher.
- EMEA** ... Sales of products for financial institutions were lower.
- Asia Pacific** ... Sales of products for financial institutions were higher .
- China** ... Sales of products for financial institutions were higher .
- OEM** ... Sales of banknote recycling units for ATMs were lower.

(Millions of Yen)

Sales of main products were lower

	Six months ended September 30, 2018	Six months ended September 30, 2019	Y-on-Y
Sales	28,461	22,335	-6,126 -21.5 %
Ratio to total net sales	26.0%	20.6%	-5.4 pt
Operating income	3,537	2,068	-1,469 -41.5 %
Ratio to total operating income	50.4%	22.9%	-27.5 pt
Operating margin	12.4%	9.3%	-3.1 pt

Highlights

- ☑ Open teller systems
 - ☑ Coin and banknote recyclers for tellers
- ➔ Lower sales due to the large-scale demand of the previous year having run its course

Outline of the Segment

Sales and maintenance services to financial institutions, OEM clients and others in Japan.

Main Products



Open teller systems
<WAVE series>



Coin and banknote
recyclers for tellers
<RB series>



Multi-functional
banknote changers
<EN series>

(Millions of Yen)

Sales of coin and banknote recyclers were steady

	Six months ended September 30, 2018	Six months ended September 30, 2019	Y-on-Y
Sales	24,149	25,483	+1,334 +5.5 %
Ratio to total net sales	22.0%	23.5%	+1.5 pt
Operating income	2,069	2,919	+850 +41.1 %
Ratio to total operating income	29.5%	32.4%	+2.9 pt
Operating margin	8.6%	11.5%	+2.9 pt

Highlights

- ☑ **Coin and banknote recyclers for cashiers**
→ Higher sales mainly for specialty stores
- ☑ **Ticket vending machines**
→ Higher sales mainly for restaurants

Outline of the Segment

Sales and maintenance services to supermarkets, department stores, cash-in-transit companies, railroad companies, tobacco companies, hospitals, local governments and others in Japan.

Main Products



Coin and banknote recyclers
for cashiers
<RT / RAD series>



Sales proceeds
deposit machines
<DS / DSS series>



Sales proceeds
deposit machines
<DS series>

(Millions of Yen)

Sales of main products were steady

	Six months ended September 30, 2018	Six months ended September 30, 2019	Y-on-Y
Sales	9,586	10,543	+957 +10.0 %
Ratio to total net sales	8.7%	9.7%	+1.0 pt
Operating income	760	1,293	+533 +70.1 %
Ratio to total operating income	10.8%	14.3%	+3.5 pt
Operating margin	7.9%	12.3%	+4.4 pt

Highlights

- ☑ Card systems
 - ➔ Steady sales due to capturing of large orders

Outline of the Segment

Sales and maintenance services to amusement halls (pachinko parlors and others) in Japan.

Main Products

Card systems



Management terminals



Pachinko ball counters



Prepaid card systems for pachinko parlors



Pachinko prize dispensing machines <JK series>

Strategic investment promoted for early commercialization of new businesses

	Six months ended September 30, 2018	Six months ended September 30, 2019	Y-on-Y
Sales	1,551	2,578	+1,027 +66.2 %
Ratio to total net sales	1.4%	2.4%	+1.0 pt
Operating income	-542	-1,309	-767 - %
Ratio to total operating income	-	-	- pt
Operating margin	-	-	- pt

Highlights

- ☑ Promote strategic investment for new businesses
 - ➔ Proactive allocation of human resources
 - ➔ Conduct of proof of concept studies

Outline of the Segment

Sales and maintenance service not included in the reportable segments

Main Products



Facial recognition systems



Collaborative
Robotic SI Business

3

Financial Forecast for FY2019

Net Sales

Higher overseas sales but a decrease in total sales in part due to large-scale demand of previous year having run its course

Income

Lower income because of a decrease in sales of major products in Japan and continuing investments in new businesses

(Millions of yen)	FY2018		FY2019		Y-on-Y
	Full Year	Ratio	Full Year (Forecast)	Ratio	
Net Sales	235,762	100.0%	230,000	100.0%	-2.4%
Maintenance Services	68,197	28.9%	68,500	29.8%	+0.4%
Operating Income	20,576	8.7%	17,000	7.4%	-17.4%
Ordinary Income	20,575	8.7%	16,500	7.2%	-19.8%
Net Income Attributable to Owners of Parent	12,256	5.2%	10,000	4.3%	-18.4%
Exchange rate	US\$	¥ 111	¥ 110		
	Euro	¥ 128	¥ 120		

(Millions of yen)	Sales			Operating Income		
	FY2018 Full Year	FY2019 * Full Year (Forecast)	Y-on-Y	FY2018 Full Year	FY2019 * Full Year (Forecast)	Y-on-Y
Overseas Market	103,287	115,000 110,000	+6,713 +6.5 %	8,761	11,500 9,500	+739 +8.4 %
Financial Market	56,636	46,000 45,000	-11,636 -20.5 %	6,764	3,800 3,000	-3,764 -55.6 %
Retail & Transportation Market	51,985	47,000 51,500	-485 -0.9 %	4,611	3,300 5,500	+889 +19.3 %
Amusement Market	20,511	19,000	-1,511 -7.4 %	1,959	900 1,500	-459 -23.4 %
Others	3,341	3,000 4,500	+1,159 +34.7 %	-1,521	-2,500	-979 - %
Total	235,762	230,000	-5,762 -2.4 %	20,576	17,000	-3,576 -17.4 %

*Upper row is August 6, 2019 forecast and under row is November 7, 2019 forecast .

(Millions of yen)	FY2018	FY2019	Y-on-Y	
	Full Year	Full Year (Forecast) *		Local currency basis
Americas	36,728	43,000 42,000	+5,272 +14.4 %	+15.3%
EMEA	43,140	48,000 46,000	+2,860 +6.6 %	+14.3%
Asia	14,757	16,500 16,000	+1,243 +8.4 %	-
China	5,578	6,500	+922 +16.5 %	+18.7%
OEM	8,661	7,500 6,000	-2,661 -30.7 %	-30.7%
Total overseas sales	103,287	115,000 110,000	+6,713 +6.5 %	-

*Upper row is August 6, 2019 forecast and under row is November 7, 2019 forecast .

4

Capital Policies/ Returning Profits to Shareholders

Reason for cancellation

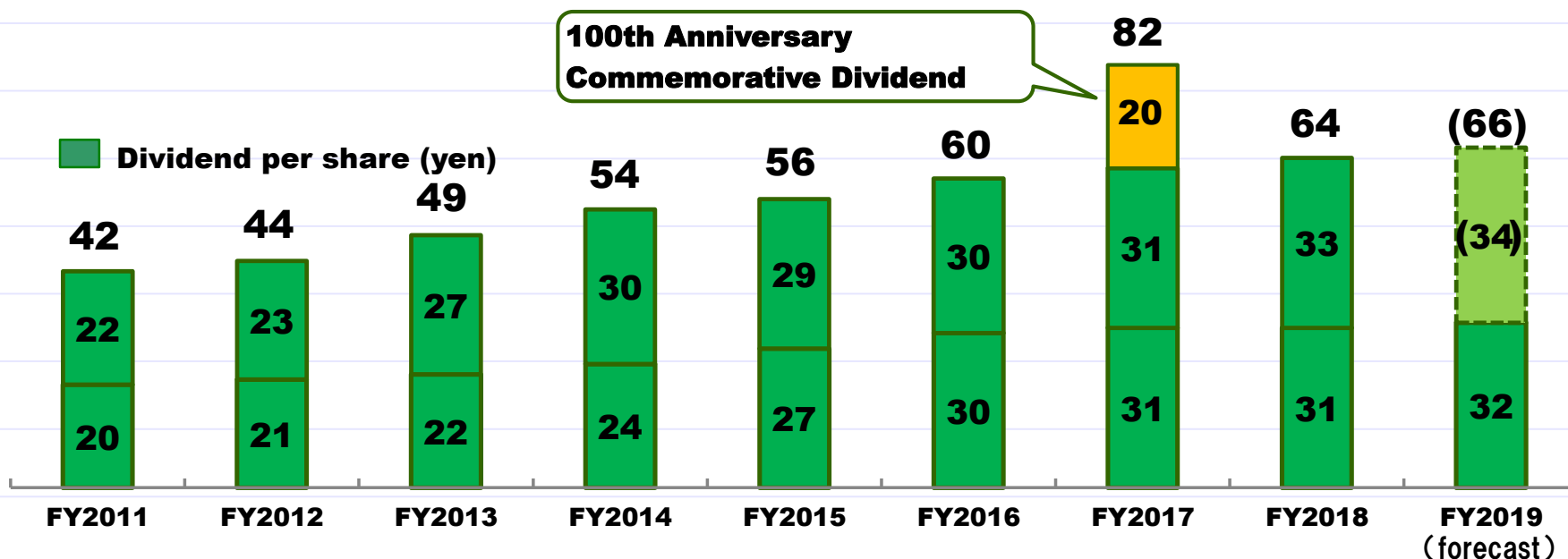
Glory will cancel its treasury shares with the aim of improving capital efficiency and increasing shareholders returns.

Details of cancellation

Type of shares to be cancelled	Common shares of the Company	—
Total number of shares to be cancelled	5,000,000 shares	7.28% of total number of shares outstanding before the cancellation
Planned date of cancellation	November 29, 2019	—
Total number of shares outstanding after the cancellation	63,638,210 shares	—
Number of treasury shares after the cancellation	2,865,997 shares	—

Forecast was revised to ¥66 per share, an increase of ¥2 (at year-end) from the previous forecast with the aim of enhancing shareholder returns

Dividend per share	Interim	Year-end(forecast)	Annual(forecast)
	Ordinary ¥32	Ordinary ¥32 ¥34	Ordinary ¥64 ¥66 (Payout ratio 39.9%)



This matter will be submitted to the 74th Ordinary General Meeting of Shareholders to be held in June 2020.

5

2020 Medium-Term Management Plan Progress

Basic Policy

Policy 1 Existing Business

Build foundations for realizing sustainable business management

- Overseas business
Further growth of financial market and acceleration of retail business
- Domestic business
Promote solution proposals

Policy 2 New Business

Strengthen collaboration with various partners to solve social issues

- Promote new business domains
- Acquire new core technology
- Proactive allocation of management resources for new business

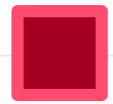
Policy 3 Management Base

Realize higher productivity and robust corporate constitution that directly generate outcome

- Work-style and operational reform to improve productivity
- Organizational climate reform to realize open innovation

Performance Target

- Net sales **¥260.0 billion**
- Operating income **¥25.0 billion**
- Operating margin **9.6 %**
- ROE **8.0 %**
- Strategic investment quota (3 years total)
¥60.0 billion



Domestic Business Strategy

Solutions

- Higher financial institution earnings : Eliminate back-office tasks to focus on serving customers/Operate branch offices with fewer people
- Improve customer satisfaction : Use self-service systems to cut waiting time

Bank
branches
1 to 3
years from
now

“Smart Bank Branch”

Envisions an effective strategy by dividing branches into four categories. Eliminates back-office tasks allowing branch personnel to focus on sales activities for customers who visit branches.

Small branch



Automated branch



Example of a streamlined overseas branch

Branch with 2-member staff



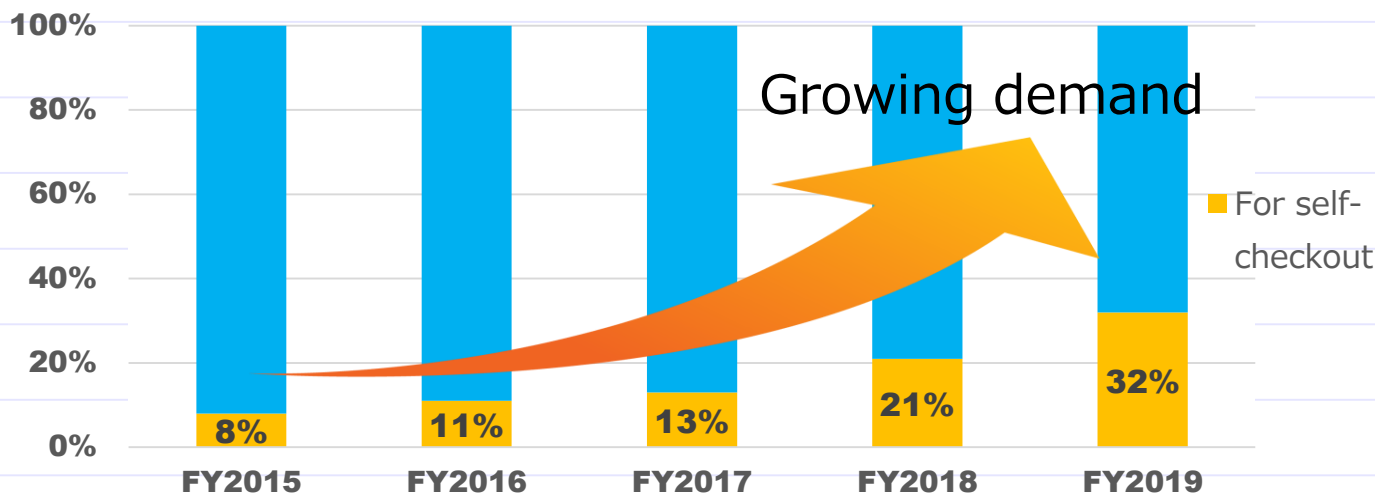
Solutions

- Higher retail stores earnings : Improve efficiency of time-consuming payment-related tasks and provide ideas for dealing with the labor shortage
- Improve customer satisfaction : Support for various payment methods and Shorter checkout waiting time



Coin and banknote
recyclers
for cashiers

Sales of coin and banknote recyclers for self-checkout terminals



Solutions

- Higher retail stores earnings : Improve efficiency of time-consuming payment-related tasks and provide ideas for dealing with the labor shortage
- Improve customer satisfaction : Support for various payment methods and Shorter checkout waiting time

Growing market for Coin and banknote recyclers

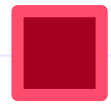


◆ Expansion of tablet POS market ◆

(10K)

=POS Unit Shipments=





Overseas Business Strategy

Solutions

- Higher financial institution earnings : Fewer branch personnel and rigorous cash management
- Improve customer satisfaction : Increase efficiency of bank procedures to cut waiting time



TellerInfinity™

Enhance proposals for branch solutions utilizing TellerInfinity™ operated by customers themselves



【Major functions】

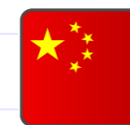
- Input/output of coins and banknotes
- Input/output of checks
- Internal/external money transfers
- Payment for utility and other bills

Coin and banknote recyclers for tellers

Enhance proposals for branch solutions utilizing banknote recyclers for tellers



Italy



China

Increasing demand for use as a multi-function self-service unit

Increasing demand for use as a self-service or multi-function self-service unit



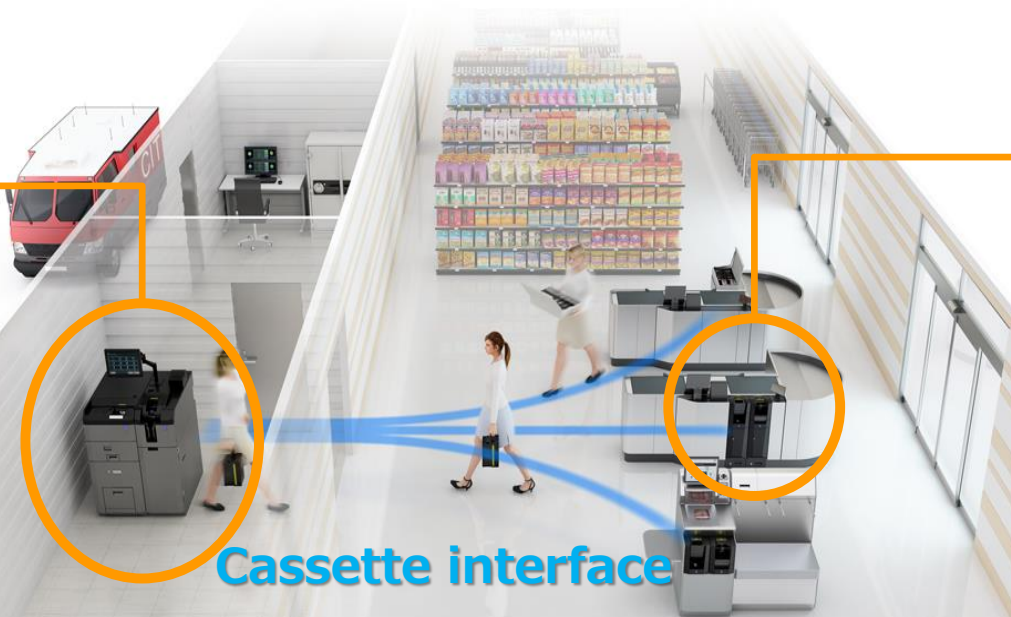
Retail industry
in Europe
and Americas

Reduction of cash management cost /
Rising cost of labor / Various payment methods



Solutions

- Higher retail stores earnings : Fewer branch personnel and rigorous cash management
- Improve customer satisfaction: Shorter checkout waiting time



Coin and
banknote
recyclers
for cashiers

Back office

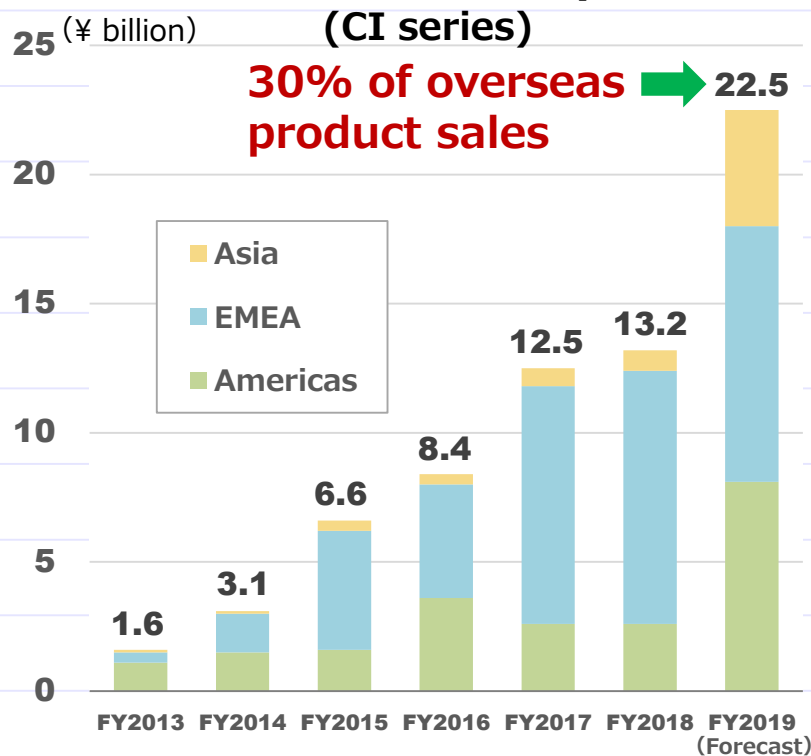
Cash registers

Solutions

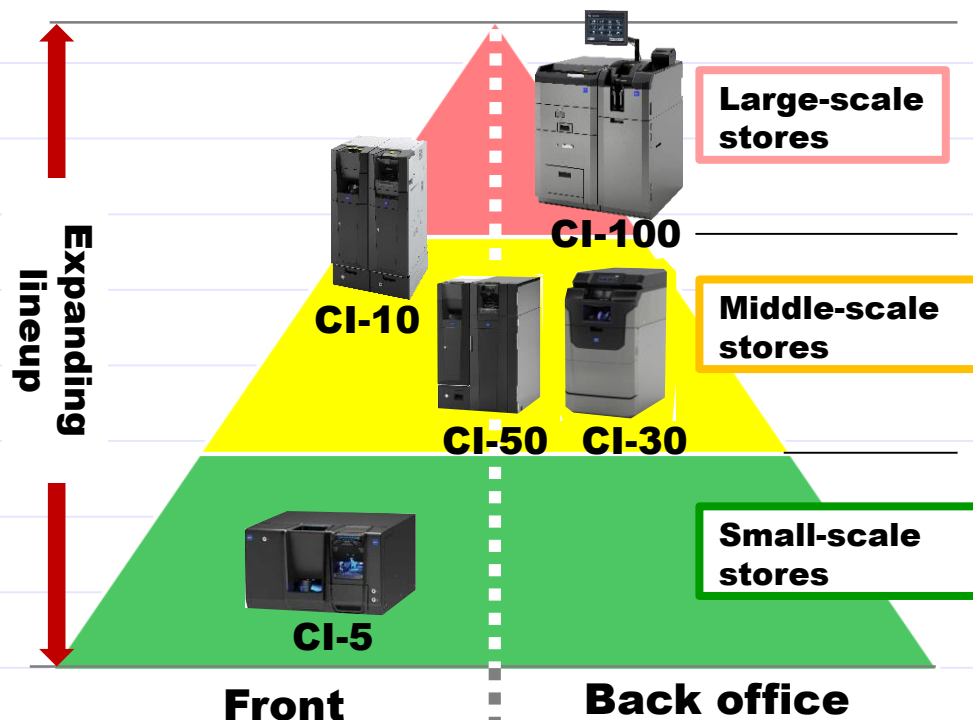
- Higher retail stores earnings : Rigorous cash management and fewer branch personnel
- Improve customer satisfaction : Shorter checkout waiting time

New CASHINFINITY Series for many types and sizes of retail businesses, from superstores to one-person stores

Sales trend of retail products











Target stores



From approximately 30 countries to more than 60 countries

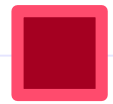
~Increase of coin types that can be counted by
CASHINFINITY Series~



Country	 Japan	 Australia	 Switzerland	 Mexico
Coin Design				
Size (min~max)	20.0mm ~ 26.5mm	20.5mm ~ 31.5mm	17.0mm ~ 31.5mm	15.5mm ~ 39.0mm

U.S. :10 Europe : 7 Asia : 3

	Retailer	Sales (US\$M)	Number of stores		Retailer	Sales (US\$M)	Number of stores
	Walmart 	500,343	11,300		Ahold Delhaize 	72,312	6,769
	Costco Wholesale Corporation 	129,025	768		Target Corporation 	71,879	1,844
	The Kroger Co. 	118,982	2,764		Aeon Co., Ltd 	70,072	21,742
	Amazon.com, Inc 	118,573	約10		Lowe's Companies, Inc. 	68,619	1,723
	Schwarz Group 	111,766	約10,000		Albertsons Companies, Inc. 	59,925	2,313
	The Home Depot, Inc. 	100,904	2,287		Auchan Holding SA 	58,614	約4,000
	Walgreens Boots Alliance, Inc. 	99,115	約18,500		Edeka Group 	57,484	約3,700
	Aldi Einkauf GmbH & Co. oHG 	98,287	約10,000		Seven & I Holdings Co., Ltd 	51,889	67,600
	CVS Health Corporation 	79,398	約9,600		REWE Combine 	49,713	15,313
	Tesco PLC 	73,961	約6,800		JD.com, Inc. 	49,088	0



New Business Strategy

Experiment of biometric payments(Collaborative project with Fuetrek)

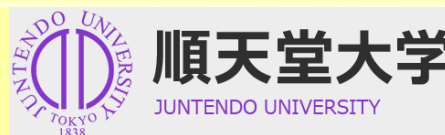


User can complete payment by saying a keyword to tablet terminal.



GLORY

The "Glory Medical Engineering Collaborative Research Project" has been established as part of the Advanced Medical Engineering Research Center (AMEC), University of Hyogo. By utilizing Glory's recognition and identification technologies, the aim is to develop technologies that will be useful for early detection, diagnosis, and treatment of various diseases associated with an aging society.



GLORY

Collaborative research is being conducted with Juntendo University and several other companies. By using Glory's facial expression recognition technology, IBM Japan's AI, and other technologies, the aim is to establish a system that can detect Parkinson's disease and dementia, at an early stage and diagnose their progression based on facial expressions and speech.



GLORY

Collaborated with EM Systems on a prescription input support system for health insurance pharmacies. Glory's optical character recognition (OCR) technology has been installed into a system provided by EM Systems that manages patient information. Available from October 2019.



Glory's facial-recognition-driven System

When a hospitalized patient tries to leave the hospital, the facial-recognition camera installed will detect them and send a message to hospital staff computers and tablets together with images taken.

Hospital and clinic system for automatic post-care payment processing



Medical payment kiosks

Payment by cash, credit card, debit card, and electronic money are possible.



Automatic post-care payment processing
"Zero waiting time"



1

Reception



2

Medical
examination

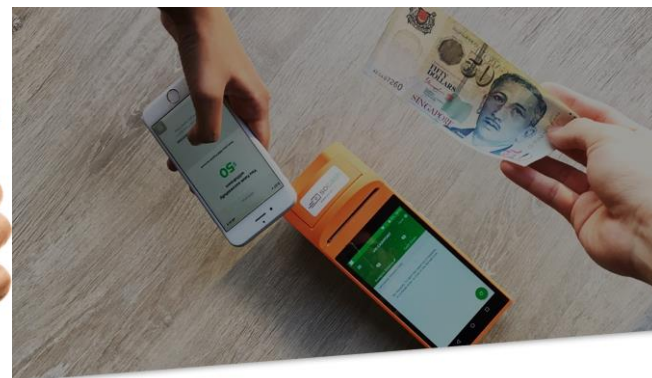
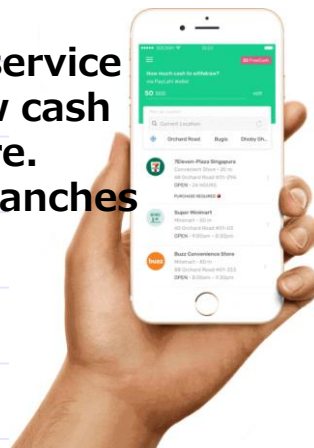
3

Return
home

This system allows patients to pay the doctor visit fee **without waiting at the clinic for the bill**.
Introduced by Juntendo Clinic in April 2019.

● SoCash (Singapore)

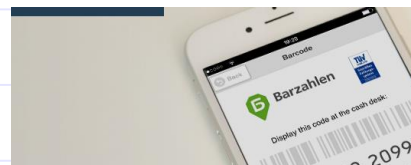
Developer/provider of a cash-out service that uses a mobile app to withdraw cash from a cash register at a retail store. Partnered with over 1,400 retail branches in Singapore



● Cash Payment Solutions (Germany)

Developer/provider of a comprehensive cash settlement platform using POS registers in retail shops in Europe.

This platform enables users to deposit and withdraw cash and make cash payments for e-commerce and utility bills at supermarkets or drug stores by just showing a barcode issued by CPS.



Reference

Consolidated Statements of Income / Statement of Comprehensive Income

(Millions of yen)	Six months ended September 30, 2018		Six months ended September 30, 2019		Y-on-Y
		Ratio		Ratio	
Net sales	109,587	100.0%	108,505	100.0%	-1,082
Cost of sales	69,003	63.0%	65,054	60.0%	-3,949
Selling, general and administrative expenses	33,573	30.6%	34,432	31.7%	+859
Operating income	7,011	6.4%	9,018	8.3%	+2,007
Non-operating income	301	0.3%	409	0.4%	+108
Non-operating expenses	398	0.4%	1,110	1.0%	+712
Ordinary income	6,913	6.3%	8,316	7.7%	+1,403
Extraordinary income	62	0.1%	0	0.0%	-62
Extraordinary loss	19	0.0%	131	0.1%	+112
Income before income taxes and minority interests	6,956	6.3%	8,186	7.5%	+1,230
Income taxes	2,465	2.2%	2,715	2.5%	+250
Net Income	4,491	4.1%	5,470	5.0%	+979
Net income attributable to owners of parent	3,822	3.5%	4,859	4.5%	+1,037
Net Income	4,491	4.1%	5,470	5.0%	+979
Valuation difference on available- for-sale securities	-28		-191		-163
Foreign currency translation adjustment	3,435		-2,927		-6,362
Remeasurements of defined benefit plans	26		68		+42
Total other comprehensive income	3,433	3.1%	-3,050	-2.8%	-6,483
Comprehensive income	7,925	7.2%	2,419	2.2%	-5,506

Consolidated Balance Sheets

(Millions of yen)	As of March 31, 2019	As of September 30, 2019	Increase/ Decrease		As of March 31, 2019	As of September 30, 2019	Increase/ Decrease
Cash, deposits and Securities	75,884	68,101	-7,783	Notes and accounts payable-trade	18,475	18,489	+14
Notes and accounts receivable-trade	58,087	48,473	-9,614	Short-term loans payable	27,845	27,313	② -532
Inventories	48,527	55,082	+6,555	Other	44,147	39,640	-4,507
Other	5,645	4,998	-647	Total current liabilities	90,467	85,442	-5,025
Current assets	188,143	176,654	-11,489	Long-term loans payable	0	0	② 0
Property, plant and equipment	34,829	37,716	+2,887	Other	34,503	36,651	+2,148
Customer relationships	19,108	18,561	① -547	Noncurrent liabilities	34,503	36,651	+2,148
Goodwill	44,245	42,170	-2,075	Total liabilities	124,971	122,093	-2,878
Other	6,438	6,464	+26	Capital stock	12,892	12,892	0
Intangible assets	69,791	67,195	-2,596	Retained earnings	172,219	175,072	+2,853
Total investments and other assets	25,464	26,591	+1,127	Other	8,146	-1,901	③ -10,047
Total noncurrent assets	130,084	131,503	+1,419	Total netassets	193,257	186,063	-7,194
Total assets	318,228	308,157	-10,071	Total liabilities and net assets	318,228	308,157	-10,071

*1 Customer relationships and goodwill decreased.

*2 Loans decreased due to repayments of loans






*3 Retained earnings and Non-controlling interests decreased mainly due to acquisition of shares of overseas subsidiaries.

Statements of Cash Flows

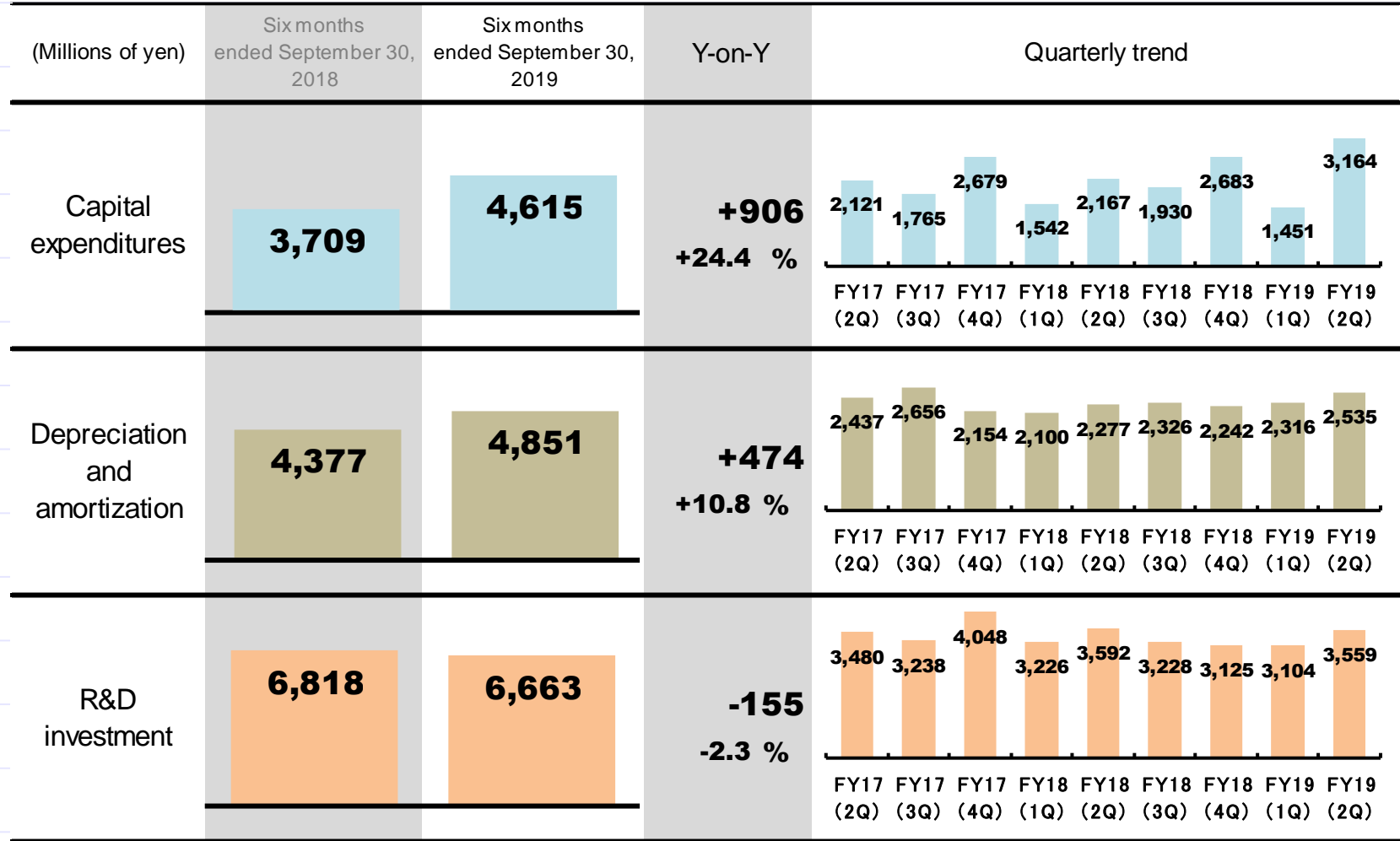
(Millions of yen)	Six months ended September 30, 2018	Six months ended September 30, 2019	Increase/ Decrease
Cash flows from operating activities	4,433	10,266	+5,833
Cash flows from investing activities	-3,442	-6,479	-3,037
Cash flows from financing activities	-8,627	-10,248	-1,621
Net increase (decrease) in cash and cash equivalents	-7,121	-7,725	-604
Free cash flows	991	3,787	+2,796

*Free cash flows = Cash flows from operating activities + Cash flows from investing activities

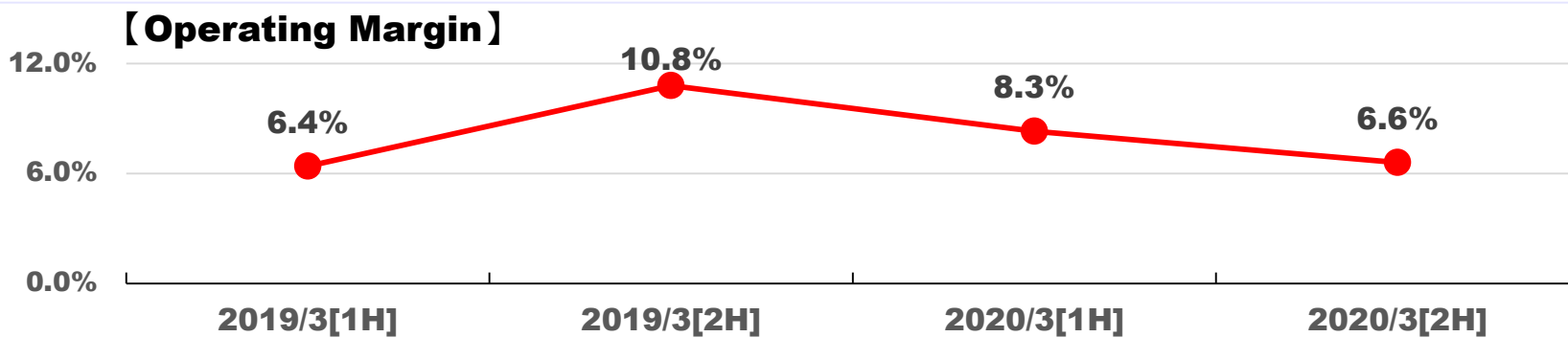
Sales & Operating Income Forecast by Business Segment (vs. forecast)

(Millions of yen)	Sales			Operating Income		
	Six months ended September 30, 2019(Forecast)	Six months ended September 30, 2019	vs. forecast	Six months ended September 30, 2019(Forecast)	Six months ended September 30, 2019	vs. forecast
 Overseas Market	50,500	47,564	-2,936 -5.8 %	2,500	4,047	+1,547 +61.9 %
 Financial Market	22,500	22,335	-165 -0.7 %	1,500	2,068	+568 +37.9 %
 Retail & Transportation Market	24,500	25,483	+983 +4.0 %	2,000	2,919	+919 +46.0 %
 Amusement Market	9,500	10,543	+1,043 +11.0 %	700	1,293	+593 +84.7 %
 Others	2,000	2,578	+578 +28.9 %	-1,200	-1,309	-109 - %
Total	109,000	108,505	-495 -0.5 %	5,500	9,018	+3,518 +64.0 %

Capital Expenditures etc.

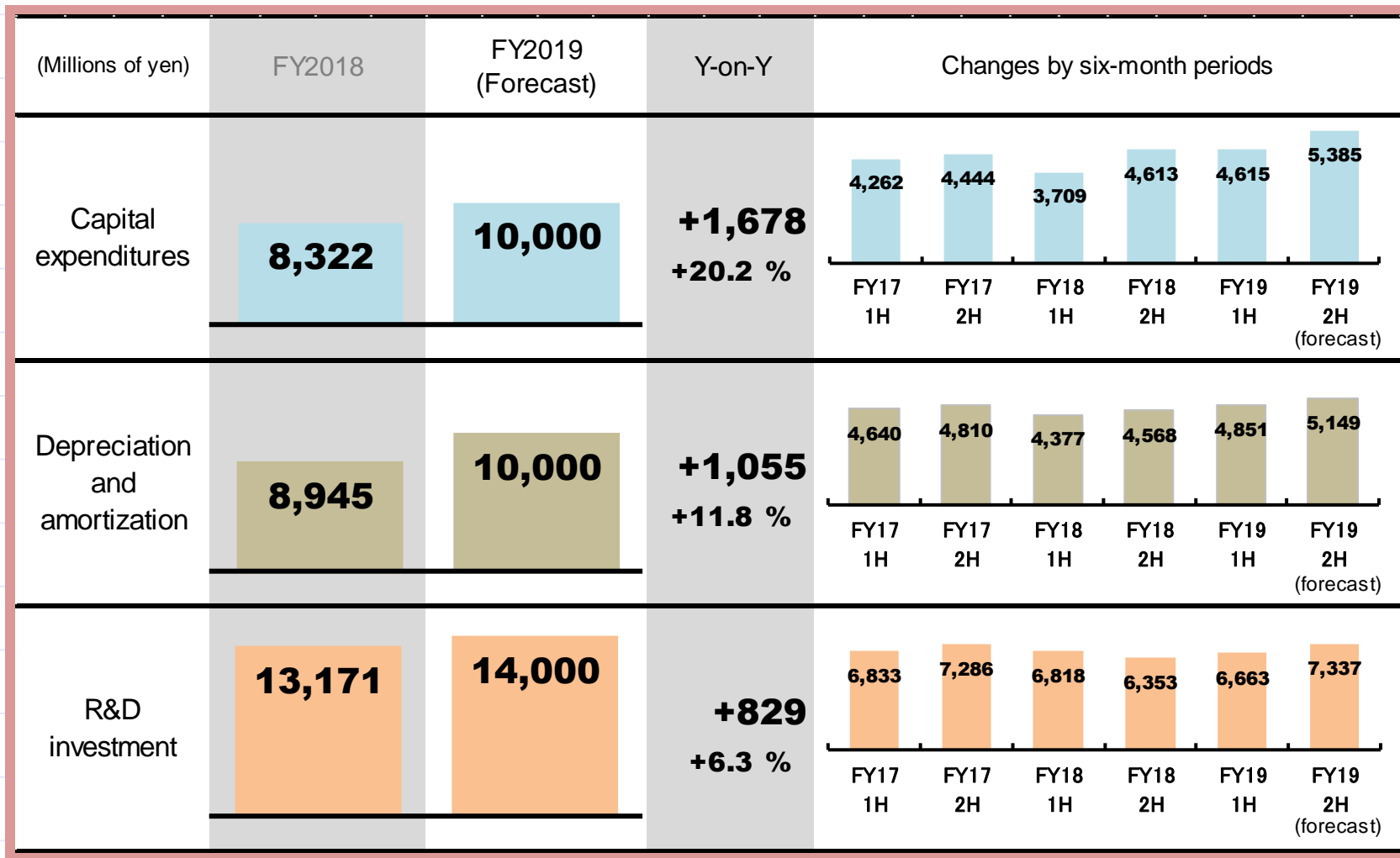


Sales & Operating Income Forecast by Business Segment (Half Year)



(Millions of yen)	FY2019				
	Q1	Q2	First Half	Second Half (Forecast)	Full Year (Forecast)
Overseas Market	21,541 1,246	26,023 2,801	47,564 4,047	62,436 5,453	110,000 9,500
Financial Market	8,617 297	13,718 1,771	22,335 2,068	22,665 932	45,000 3,000
Retail & Transportation Market	12,531 1,532	12,952 1,387	25,483 2,919	26,017 2,581	51,500 5,500
Amusement Market	5,224 702	5,319 591	10,543 1,293	8,457 207	19,000 1,500
Others	1,161 -608	1,417 -701	2,578 -1,309	1,922 -1,191	4,500 -2,500
Total	49,076 3,171	59,429 5,847	108,505 9,018	121,495 7,982	230,000 17,000

*Net sales is upper row and operating income is under row.



<Notes>

1.The forward-looking statements such as operational forecasts contained in this document are based on the information currently available to the company and certain assumptions which the company regards as legitimate, and are not promises regarding the achievement of forecasts. Actual performance may differ greatly from these forecasts due to various present and future factors.

The factors includes changes in the economic conditions in the company's principal markets, changes in demand for the company's products, fluctuations of exchange rates, and impacts of changes in various regulations, accounting principles and practices.

Please also take note that forecasts in this document may change without prior notice unless required by laws.

2.Amounts are rounded down to the nearest million yen for calculating percentages of year-on-year changes and composition ratios.