

# Consolidated Financial Results for the fiscal year ended March 31, 2019

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# **Consolidated Financial Results for FY2018**

## Net Sales

Sales were higher thanks to sales growth in Financial and Retail & Transportation Markets

## Income

Operating income increased year-on-year mainly due to higher sales

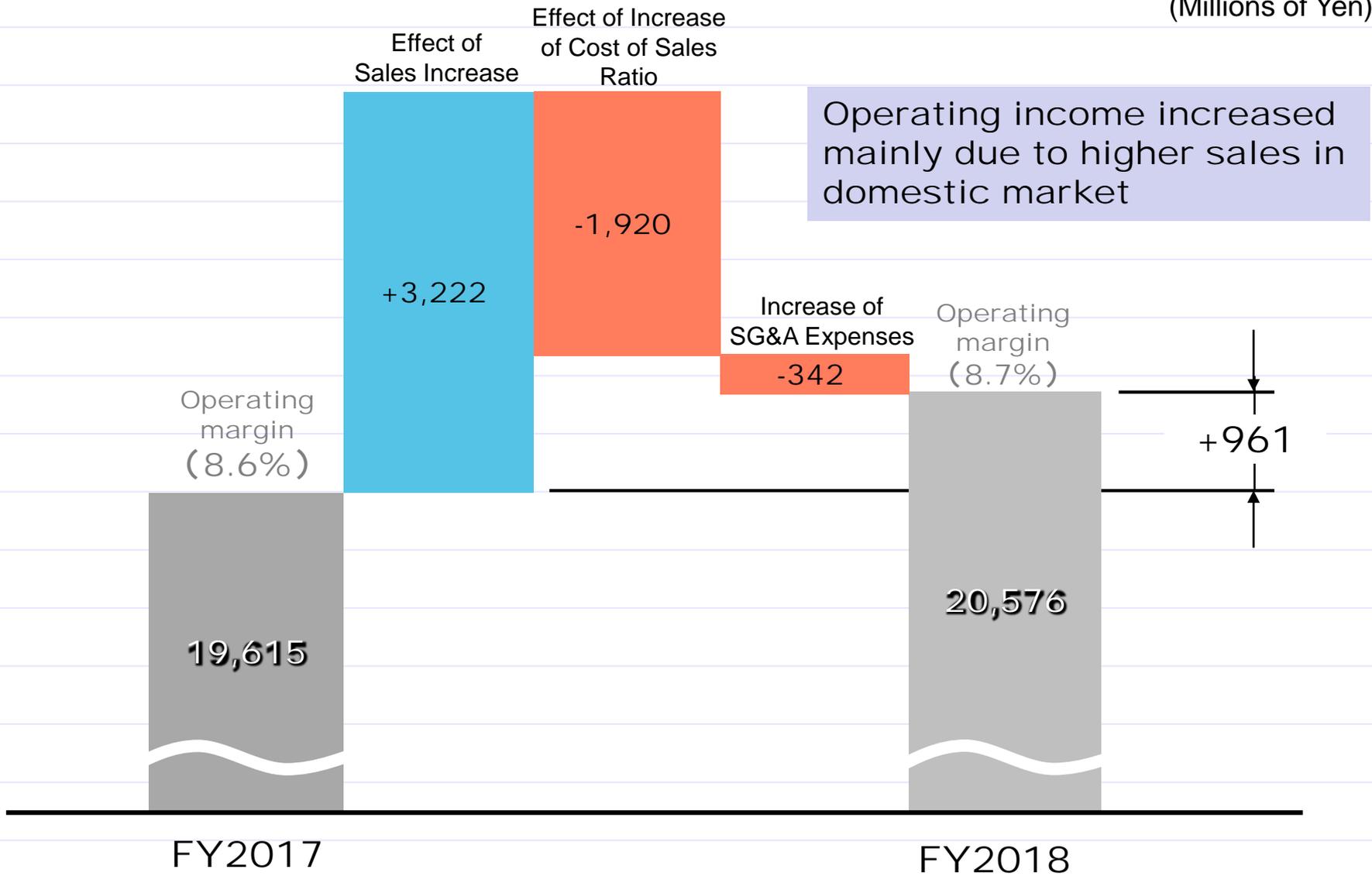
(Millions of yen)	FY2017		FY2018		Y-on-Y
	Full Year	Ratio	Full Year	Ratio	
Net Sales	227,361	100.0%	235,762	100.0%	+3.7%
Maintenance Services	67,677	29.8%	68,197	28.9%	+0.8%
Operating Income	19,615	8.6%	20,576	8.7%	+4.9%
Ordinary Income	17,553	7.7%	20,575	8.7%	+17.2%
Net Income Attributable to Owners of Parent	9,892	4.4%	12,256	5.2%	+23.9%
* EBITDA	32,987	14.5%	33,144	14.1%	+0.5%

Exchange rate	US\$	¥ 111	¥ 111	
	Euro	¥ 130	¥ 128	

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

# Factors of Operating Income Change

(Millions of Yen)





# **Details of Performance for FY2018**

(vs. previous year)

(Millions of yen)	Sales			Operating Income		
	FY2017 Full year	FY2018 Full year	Y-on-Y	FY2017 Full year	FY2018 Full year	Y-on-Y
Overseas Market	106,758	103,287	-3,471 -3.3 %	11,167	8,761	-2,406 -21.5 %
Financial Market	53,970	56,636	+2,666 +4.9 %	4,043	6,764	2,721 +67.3 %
Retail & Transportation Market	43,216	51,985	+8,769 +20.3 %	3,476	4,611	+1,135 +32.7 %
Amusement Market	20,570	20,511	-59 -0.3 %	1,331	1,959	628 +47.2 %
Others	2,845	3,341	+496 +17.4 %	-403	-1,521	-1,118 - %
Total	227,361	235,762	+8,401 +3.7 %	19,615	20,576	+961 +4.9 %

(vs. forecasts)

(Millions of yen)		Sales			Operating Income		
		FY2018		Y-on-Y	FY2018		Y-on-Y
		Forecast	Results		Forecast	Results	
	Overseas Market	107,500	103,287	-4,213 -3.9 %	8,200	8,761	+561 +6.8 %
	Financial Market	57,000	56,636	-364 -0.6 %	6,500	6,764	+264 +4.1 %
	Retail & Transportation Market	52,000	51,985	-15 -0.0 %	4,800	4,611	-189 -3.9 %
	Amusement Market	20,000	20,511	+511 +2.6 %	2,000	1,959	-41 -2.1 %
	Others	3,500	3,341	-159 -4.5 %	-1,500	-1,521	-21 - %
	Total	240,000	235,762	-4,238 -1.8 %	20,000	20,576	+576 +2.9 %

\* Released on February 6, 2019.

## Sales in the U.S. were lower

	FY2017	FY2018	Y-on-Y
Sales	106,758	103,287	-3,471 -3.3 %
Ratio to total net sales	47.0%	43.8%	-3.1 pt
Operating income	11,167	8,761	-2,406 -21.5 %
Ratio to total operating income	56.9%	42.6%	-14.4 pt
Operating margin	10.5%	8.5%	-2.0 pt

## Highlights

- ☑ Banknote recyclers for tellers  
➡ Sales increased in Europe
- ☑ Sales proceeds deposit machines for retail industries  
➡ Sales decreased in 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)		FY2017	FY2018	Y-on-Y	Local currency basis
	Americas	39,008	36,728	-2,280 -5.8 %	-5.9%
	EMEA	45,063	43,140	-1,923 -4.3 %	-3.4%
	Asia Pacific	13,755	14,757	+1,002 +7.3 %	-
	China	5,912	5,578	-334 -5.6 %	-4.5%
	OEM	8,930	8,661	-269 -3.0 %	-3.0%
Total overseas sales		106,758	103,287	-3,471 -3.3 %	-

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

# Operating margin improved mainly due to increased sales of Open teller systems

	FY2017	FY2018	Y-on-Y
Sales	53,970	56,636	+2,666 +4.9 %
Ratio to total net sales	23.7%	24.0%	+0.3 pt
Operating income	4,043	6,764	+2,721 +67.3 %
Ratio to total operating income	20.6%	32.9%	+12.3 pt
Operating margin	7.5%	11.9%	+4.5 pt

## Highlights

- Open teller systems
  - ➔ Higher sales particularly for standard type
- Coin and banknote recyclers for tellers
  - ➔ Higher sales due to capturing of replacement demand

## 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>

## Sales of main products were higher

	FY2017	FY2018	Y-on-Y
Sales	43,216	51,985	+8,769 +20.3 %
Ratio to total net sales	19.0%	22.0%	+3.0 pt
Operating income	3,476	4,611	+1,135 +32.7 %
Ratio to total operating income	17.7%	22.4%	+4.7 pt
Operating margin	8.0%	8.9%	+0.8 pt

## Highlights

- Coin and banknote recyclers for cashiers  
➔ Higher sales particularly for convenience stores
- Sales proceeds deposit machines  
➔ Robust sales for cash-in-transit companies

## 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>

## Sales of main products were steady

	FY2017	FY2018	Y-on-Y
Sales	20,570	20,511	-59 +47.2 %
Ratio to total net sales	9.0%	8.7%	-0.3 pt
Operating income	1,331	1,959	+628 +47.2 %
Ratio to total operating income	6.8%	9.5%	+2.7 pt
Operating margin	6.5%	9.6%	+3.1 pt

## Highlights

- ☑ Card systems
  - ➔ Robust sales due to capturing of replacement demand
- ☑ Pachinko prize dispensing machines
  - ➔ Higher sales due to capturing of replacement demand

## 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

	FY2017	FY2018	Y-on-Y
Sales	2,845	3,341	+496 +17.4 %
Ratio to total net sales	1.3%	1.4%	+0.1 pt
Operating income	-403	-1,521	-1,118 - %
Ratio to total operating income	-	-	- pt
Operating margin	-	-	- pt

## Highlights

- ☑ Promote strategic investment for new business Dept.
  - ➡ Proactive allocation of human resources
  - ➡ Conduct proof of concept studies

## Outline of the Segment

Sales and maintenance service not included in the reportable segments

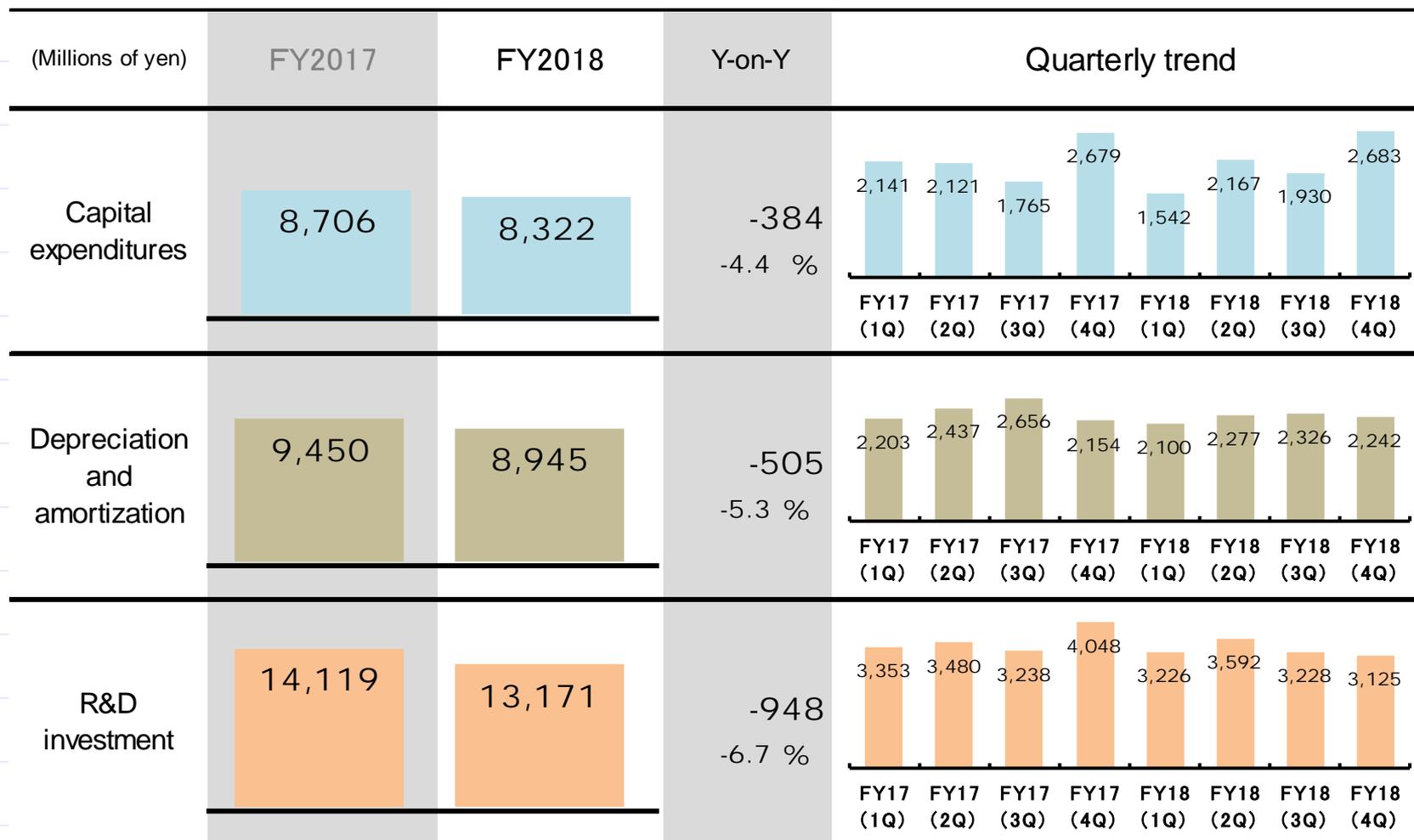
## Main Products



Facial recognition systems



Collaborative  
Robotic SI Business



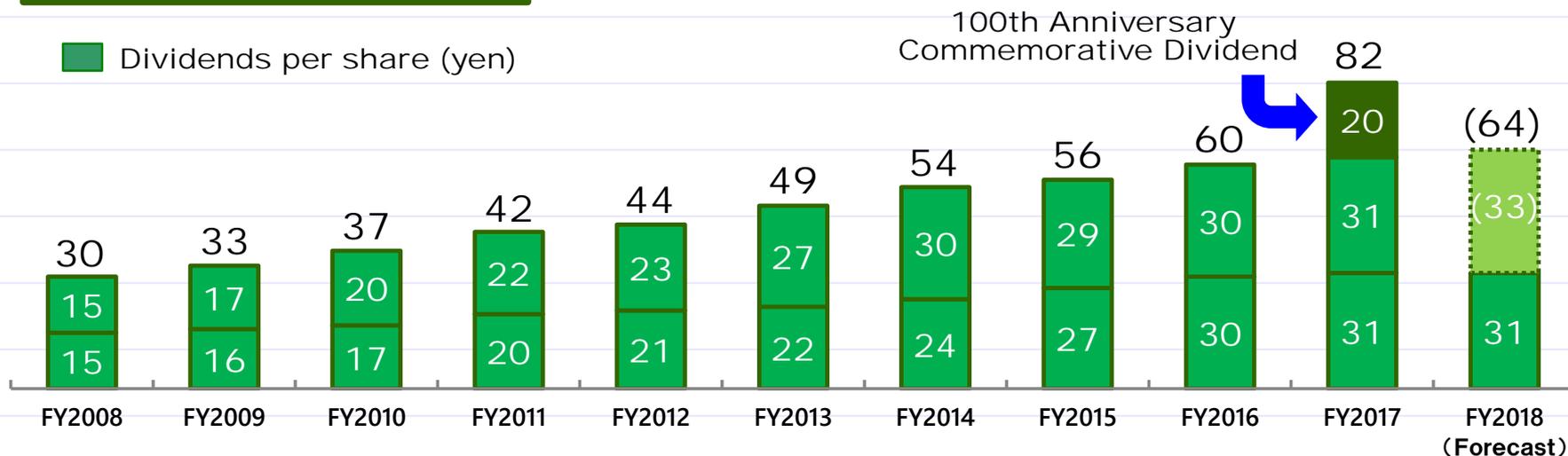
## Basic policy on profit distribution

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 a target of dividend payout ratio of 30% or higher on a consolidated basis.

	Interim	Year-end (plan)	Annual (plan)
Dividends per share	¥ 31	¥ 33	¥ 64 (Dividend payout ratio 32.2%)

\*Year-end dividends to be proposed to the 73rd Ordinary General Meeting of Shareholders scheduled for June 21, 2019.

## History of dividends payment



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# **Financial Forecast for FY2019**

## 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
	Results	Ratio	Forecasts	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	¥ 125

## Overseas Market

Increasing needs for self-operation machines in the financial institutions  
And rigorous cash management in the retail industry, mainly in Europe  
and Americas

<b>Americas</b>	<b>Financial</b>	Increasing replacement demand for banknote recyclers for tellers in North America
	<b>Retail</b>	Strengthening U.S. sales capabilities and taking other actions to capture large orders; sales are climbing in other countries, too
<b>EMEA</b>	<b>Financial</b>	Anticipate growth of replacement demand for banknote recyclers for tellers in Spain and emerging countries
	<b>Retail</b>	Sales of main products will continue to be strong. Activities for capturing large orders will continue.
<b>Asia Pacific</b>	<b>Financial</b>	Seeking new customers for banknote recyclers for tellers and expect growth in replacement demand for banknote sorters. Anticipate higher sales of banknote sorters in China
	<b>Retail</b>	Forecast sales growth in major Asian countries
<b>OEM</b>		Uncertain outlook for sales of banknote recycling units because of declining demand for ATMs

## Domestic Market

Increasing needs involving the changing to branch operating structure in Financial Market and the labor shortage in Retail Market

### Financial Market

Downturn following the FY2018 large orders for replacing open teller systems, but replacement demand at financial institutions is still strong  
Needs associated with changes to financial institution branch operating structure are increasing

### Retail & Transportation Market

Decline in coin and banknote recyclers for cashiers for convenience stores following strong FY2018 sales, but anticipate higher sales in this category, including for these recyclers used in self-payment systems  
Expect higher sales in the cash-in-transit market due to solution-based sales activities

### Amusement Market

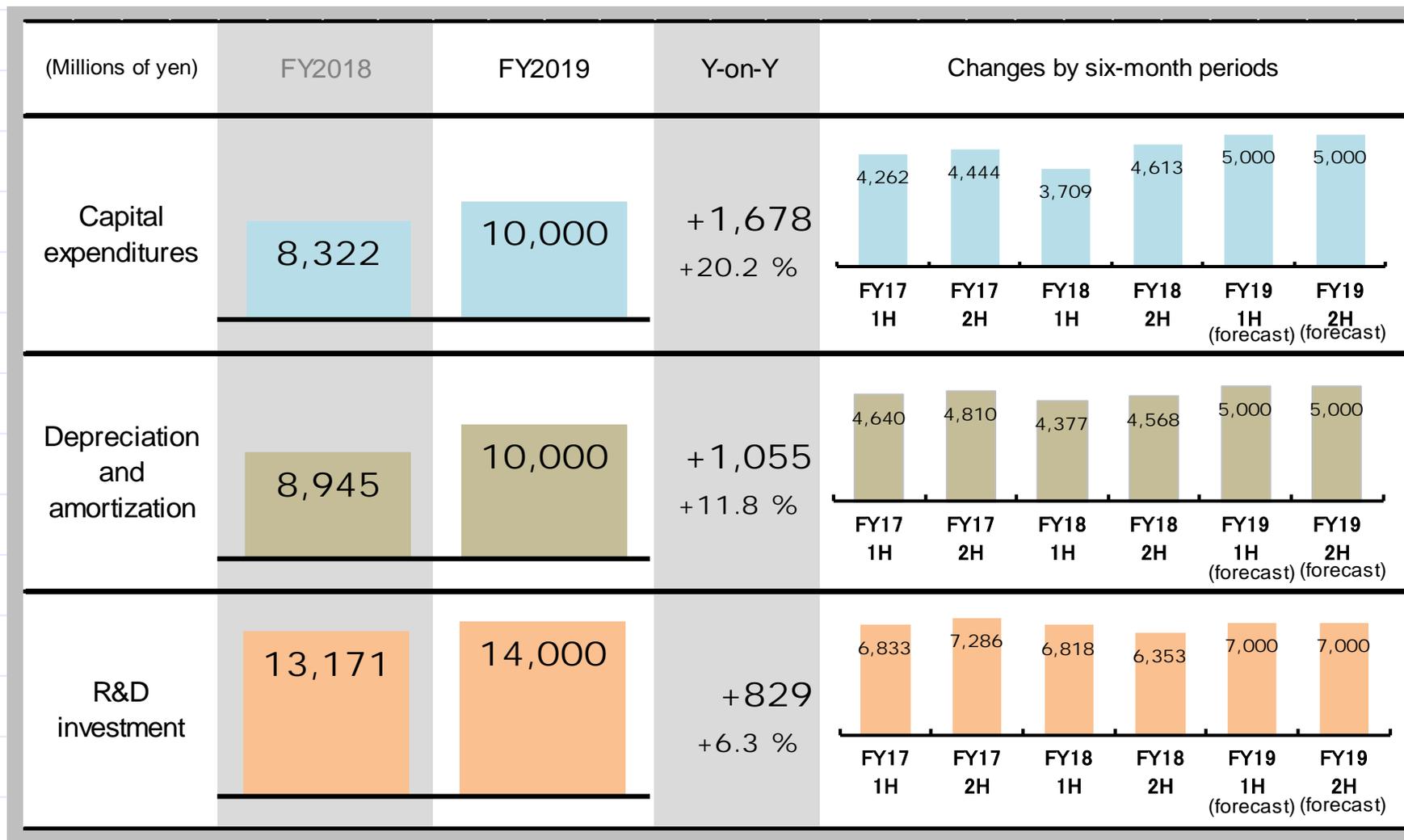
Customers are likely to push back purchases in response to current trends involving new pachinko machines will be released due to the revision of the roles in Japan and medal-less slot machines

(Full Year)

(Millions of yen)	Sales (Full Year)			Operating Income (Full Year)		
	FY2018	FY2019 Forecasts	Y-on-Y	FY2018	FY2019 Forecasts	Y-on-Y
Overseas Market	103,287	115,000	+11,713 +11.3 %	8,761	11,500	+2,739 +31.3 %
Financial Market	56,636	46,000	-10,636 -18.8 %	6,764	3,800	-2,964 -43.8 %
Retail & Transportation Market	51,985	47,000	-4,985 -9.6 %	4,611	3,300	-1,311 -28.4 %
Amusement Market	20,511	19,000	-1,511 -7.4 %	1,959	900	-1,059 -54.1 %
Others	3,341	3,000	-341 -10.2 %	-1,521	-2,500	-979 - %
<b>Total</b>	<b>235,762</b>	<b>230,000</b>	<b>-5,762</b> <b>-2.4 %</b>	<b>20,576</b>	<b>17,000</b>	<b>-3,576</b> <b>-17.4 %</b>

(Millions of yen)		FY2018	FY2019	Y-on-Y	
			Forecast		Local currency basis
	Americas	36,728	43,000	+6,272 +17.1 %	+18.1%
	EMEA	43,140	48,000	+4,860 +11.3 %	+14.3%
	Asia Pacific	14,757	16,500	-14,757 -100.0 %	-
	China	5,578	6,500	+922 +16.5 %	+18.7%
	OEM	8,661	7,500	-1,161 -13.4 %	-13.4%
	Total overseas sales	103,287	115,000	+11,713 +11.3 %	- %

## Capital Expenditures etc.



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# 2020 Medium-Term Management Plan Progress

## Goals of the 2020 Medium-Term Plan

Build foundations for realizing sustainable business management  
( Existing Business )

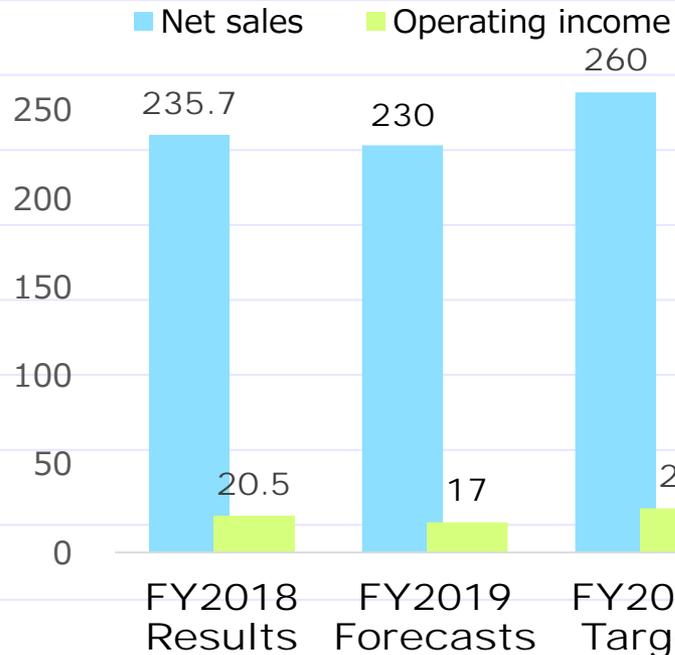
- Speed up growth by conducting extensive sales activities that utilize Glory's powerful customer base

Strengthen collaboration with various partners to solve social issues  
( New Business )

- Shift the business model from products (hardware) to solutions and services
- Make the biometric/image recognition business and robot system integration business profitable

Performance Target	FY2018 (Results)	FY2019 (Forecasts)	FY2020 (Target)
Net Sales	¥235.7 bil.	¥230.0 bil.	¥260.0 bil.
Operating income	20.5 bil.	17.0 bil.	25.0 bil.
Operating margin	8.7 %	7.4 %	9.6 %
ROE	6.5 %	5.4 %	8.0 %
Exchange rate US\$	¥111(results)	¥110(Plan)	¥110(Plan)
Euro	¥128(results)	¥125(Plan)	¥120(Plan)

(¥ billion)

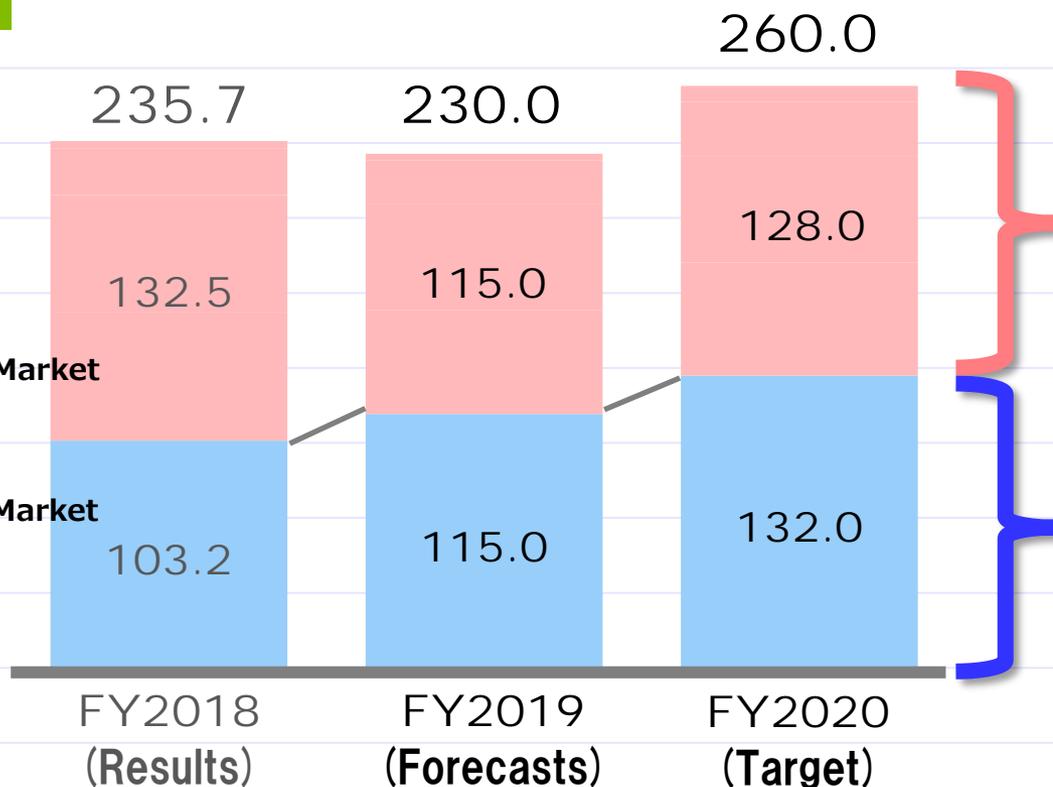


Operating  
marginOperating margin  
(vs. FY2017)

+1.0pt.

Net sales

(¥ billion)

Domestic business  
(vs. FY2017)+6.1%  
(Average annual +2.0%)Overseas business  
(vs. FY2017)+23.7%  
(Average annual +7.4%)

# Domestic Business Strategy

**Policy 1** Build foundations for realizing sustainable business management

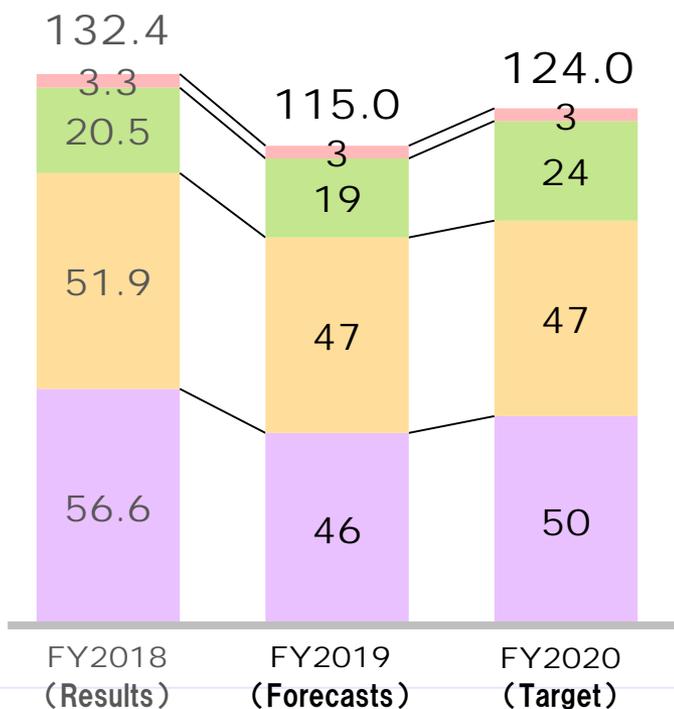
## Respond to the market changes flexibly and promote solution proposals

- Realization of next generation branch style, expansion of "non-cash" business sector -

### Sales by business segment

(¥ billion)

■ Financial  
■ Amusement  
■ Retail/Transportation  
■ Others



### Key measures

#### [Common]

Formulate and execute strategy for customer needs

#### [Financial]

- Expand sales of products that realize next generation branch style
- Expand main financial product sales

#### [Retail / Transportation]

- Increase share of coin and banknote recycler for cashiers
- Expand "non-cash" business sector  
→ electronic settlement, voucher processing, biometric authentication

#### [Amusement]

- Increase profitability by strengthen solution proposal

# Realization of next generation branch style

## 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



Postbank

## 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

Cash management  
solution

Open teller systems

## Safe-less solution



Security storage systems

Counter business  
solutionSeal verification  
system

## Self operation corner

Open teller systems Tax and official payment  
deposit station

【Sales from store construction proposals】

- FY2018 sales result : ¥0.8 billion
- FY2019 sales forecast : ¥1.2 billion

# Labor-Saving Solutions and Products

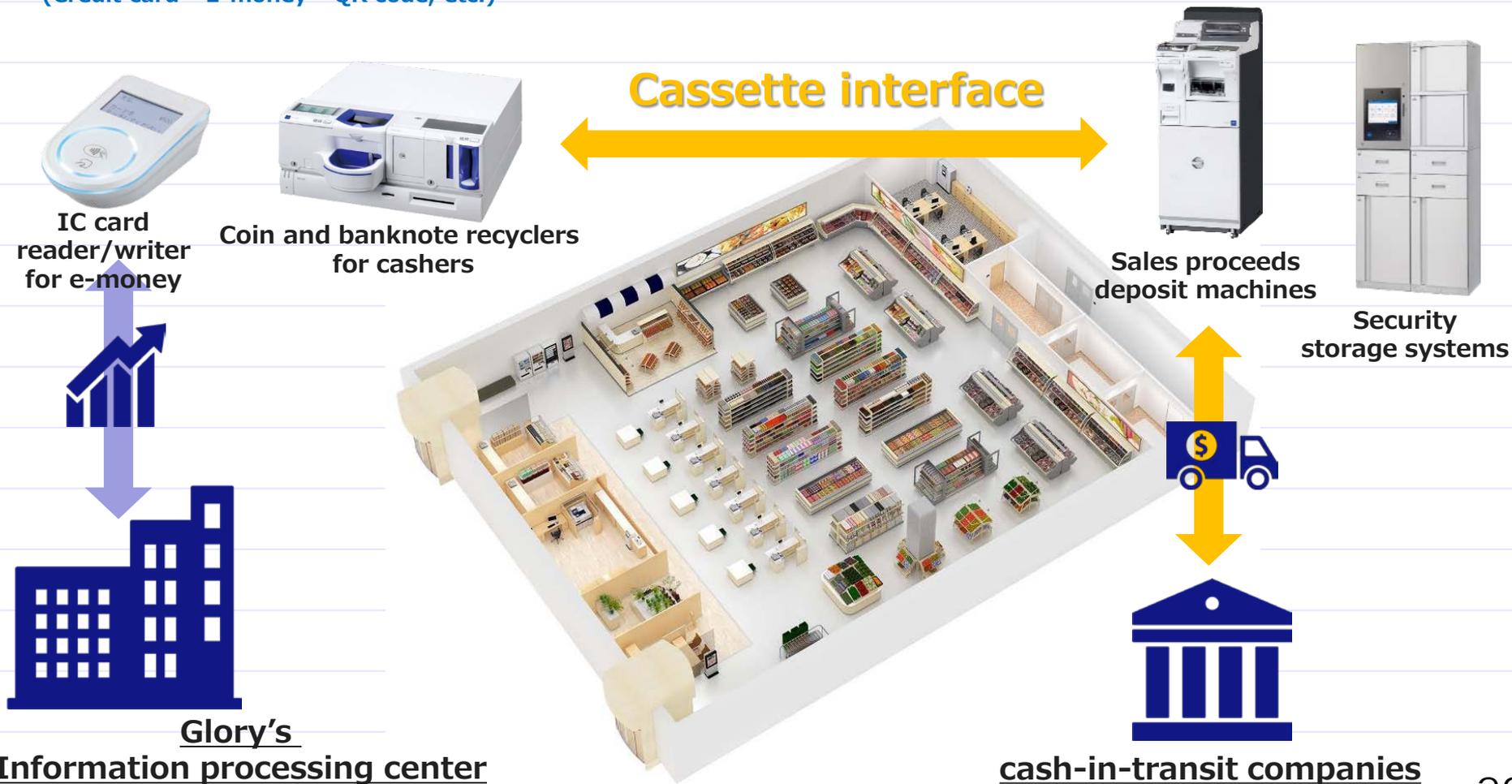
## Solutions

- Higher retail stores 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

- Labor-saving solutions and products
- Support for various payment methods

(Credit card · E-money · QR code, etc.)

- Improve efficiency of cash management



# Labor-Saving Solutions and Products

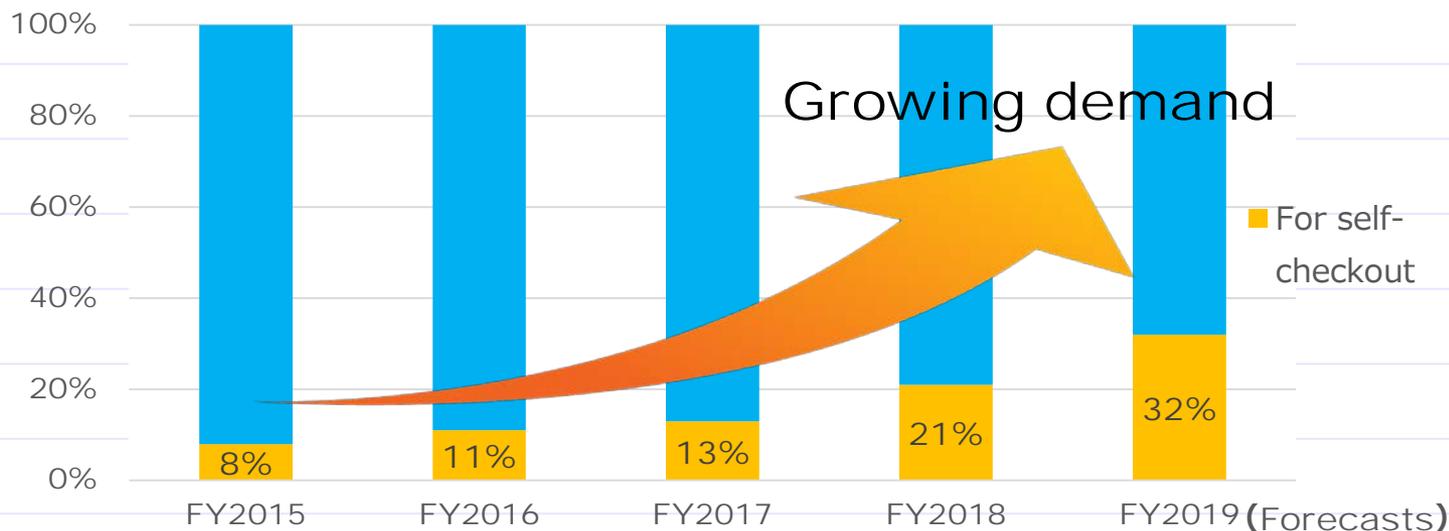
## Solutions

- Higher retail stores 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



Coin and banknote recyclers for self-checkout terminals

Sales of coin and banknote recyclers for self-checkout terminals



# Labor-Saving Solutions and Products

## 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 : Shorter checkout waiting time

## Growing market for Coin and banknote recyclers



### ◆ Expansion of tablet POS market ◆

(10K)

=POS Unit Shipments=



# Overseas Business Strategy

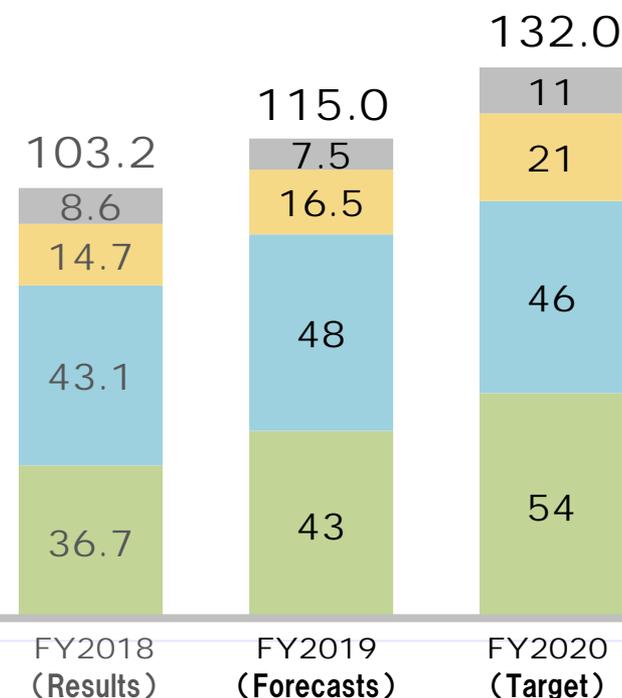
**Policy 1** Build foundations for realizing sustainable business management

## Further growth of financial market by expanding business of self-operation machines and acceleration of retail business

### Sales by geographical segment

(単位：億円)

■ Americas ■ EMEA ■ Asia ■ OEM



### Key measures

#### [Common]

- Expand sales by establishing strategic partnership
- Strengthen cost competitiveness
- Prompt response to template
- Bolster direct sales & direct service system in key areas

#### [Europe& Americas]

- (Financial) Wider use of banknote recycler for tellers and cultivation of "Self" market
- (Retail) Reinforce sales to back-office market and entry to front market

#### [Asia]

- (Financial) Expand sales of banknote recycler for tellers in main countries
- (Retail) Investment in potentially high-growth countries

#### [OEM]

- Expand sales of ATM unit by reinforcing sales channel

#### [Stronger direct sales/direct maintenance infrastructure]

- Acquired CTS Solutions S.r.l. in Italy
- Acquired Glory sales agent Grupo Sortek, S.A. de C.V. in Mexico

# Current status of financial institutions

Financial institutions  
in Europe  
and Americas

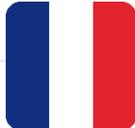
Declining number of branches / Rising cost of labor /  
Use of digital technologies

## Solutions

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



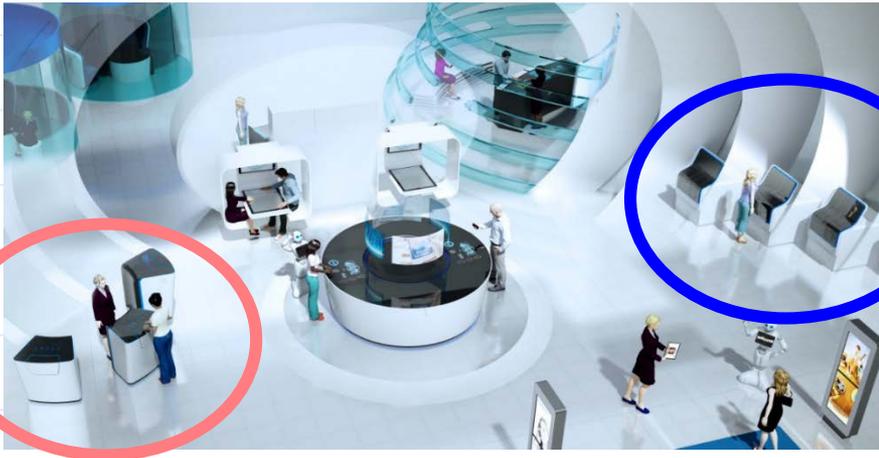
## Decrease in bank branches in major countries

(Branches)	FY2014		FY2016
 U.S.A.	108,000	➔	98,900
 France	41,397	➔	34,603
 Italy	43,973	➔	39,200
 Germany	32,800	➔	31,300

# Products for Low-Cost Operation

## Solutions

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



### TellerInfinity™

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



#### 【Major functions】

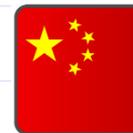
- Input/output of coins and banknotes
- Input/output of checks
- Internal/external money transfers
- Payment for utility and other bills

### Coin and banknote recyclers for tellers

Enhance proposals for branch solutions utilizing banknote recyclers for tellers



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



# Products for Low-Cost Operation

## Solutions

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



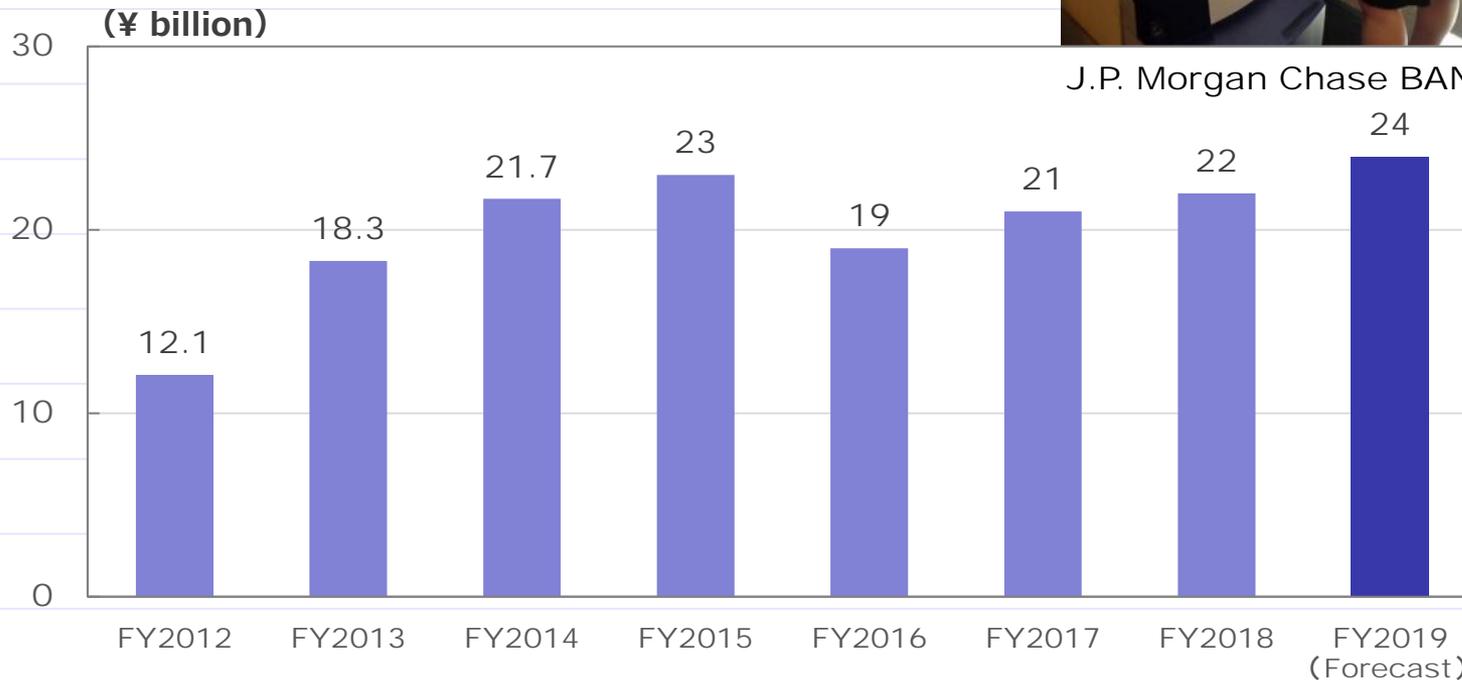
RBG series



Vartera series



J.P. Morgan Chase BANK(U.S.)



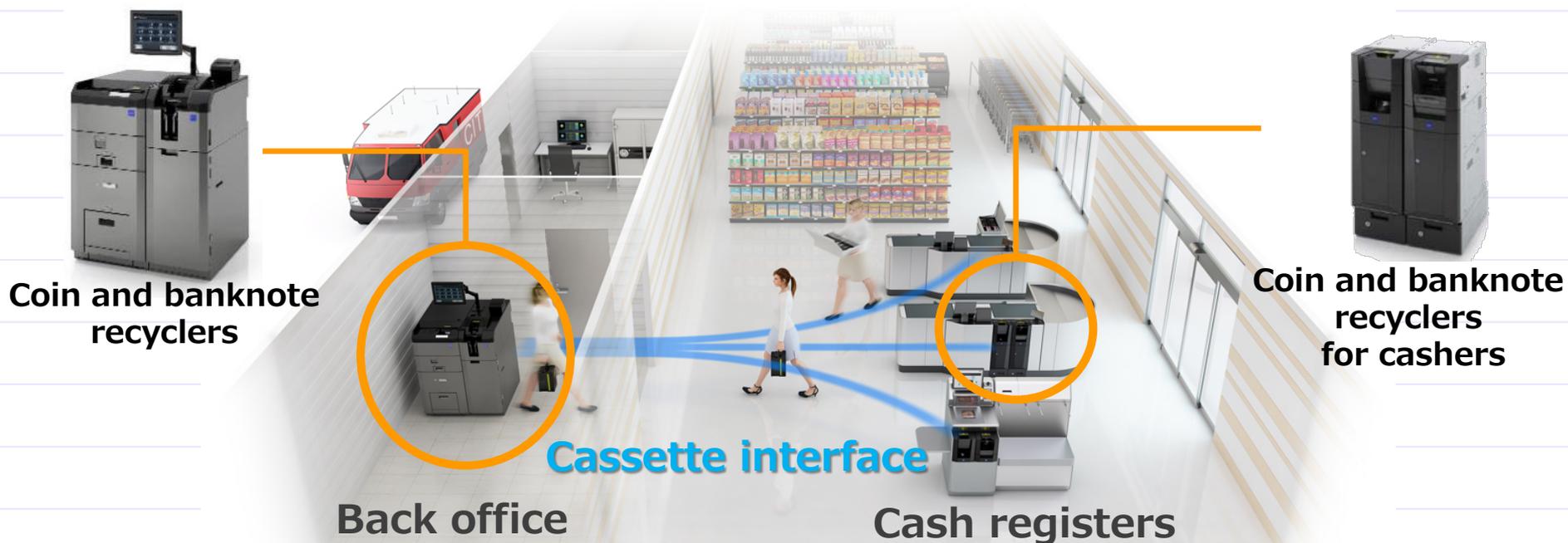
# Current status of retail industry

Retail industry  
in Europe  
and Americas

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

## Solutions

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



## Top 20 of Retail Companies in the World

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

	Retailer	Sales (US\$ M)	Number of stores
	<b>Walmart</b> 	500,343	11,300
	<b>Costco Wholesale Corporation</b> 	129,025	768
	<b>The Kroger Co.</b> 	118,982	2,764
	<b>Amazon.com, Inc</b> 	118,573	約10
	<b>Schwarz Group</b> 	111,766	約10,000
	<b>The Home Depot, Inc.</b> 	100,904	2,287
	<b>Walgreens Boots Alliance, Inc.</b> 	99,115	約18,500
	<b>Aldi Einkauf GmbH &amp; Co. oHG</b> 	98,287	約10,000
	<b>CVS Health Corporation</b> 	79,398	約9,600
	<b>Tesco PLC</b> 	73,961	約6,800

	Retailer	Sales (US\$ M)	Number of stores
	<b>Ahold Delhaize</b> 	72,312	6,769
	<b>Target Corporation</b> 	71,879	1,844
	<b>Aeon Co., Ltd</b> 	70,072	21,742
	<b>Lowe's Companies, Inc.</b> 	68,619	1,723
	<b>Albertsons Companies, Inc.</b> 	59,925	2,313
	<b>Auchan Holding SA</b> 	58,614	約4,000
	<b>Edeka Group</b> 	57,484	約3,700
	<b>Seven &amp; I Holdings Co., Ltd</b> 	51,889	67,600
	<b>REWE Combine</b> 	49,713	15,313
	<b>JD.com, Inc.</b> 	49,088	0

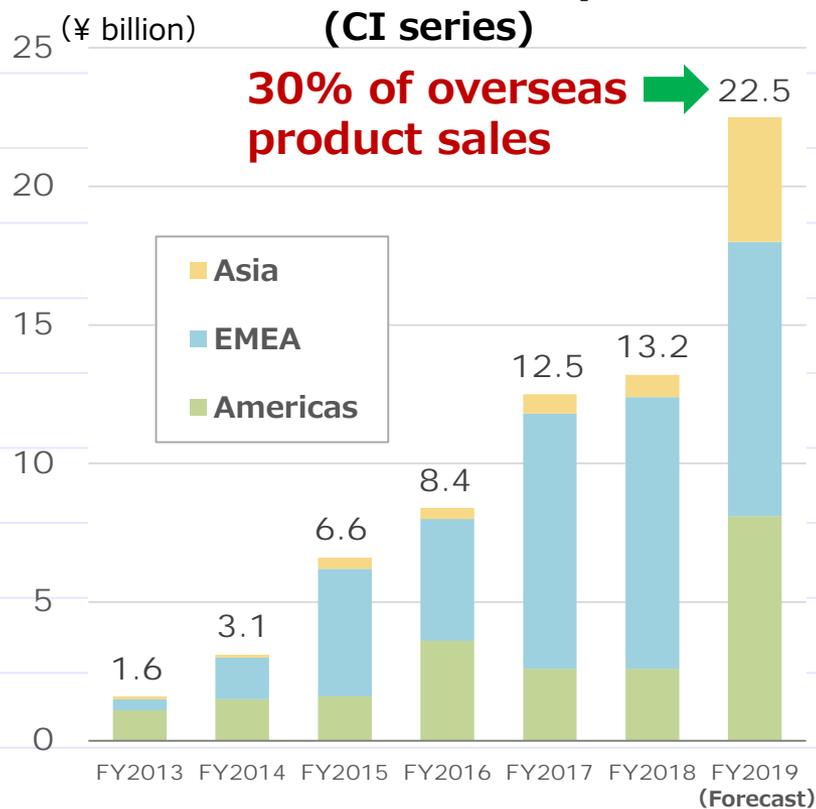
## Improvement of Efficiency of Store Operations

## Solutions

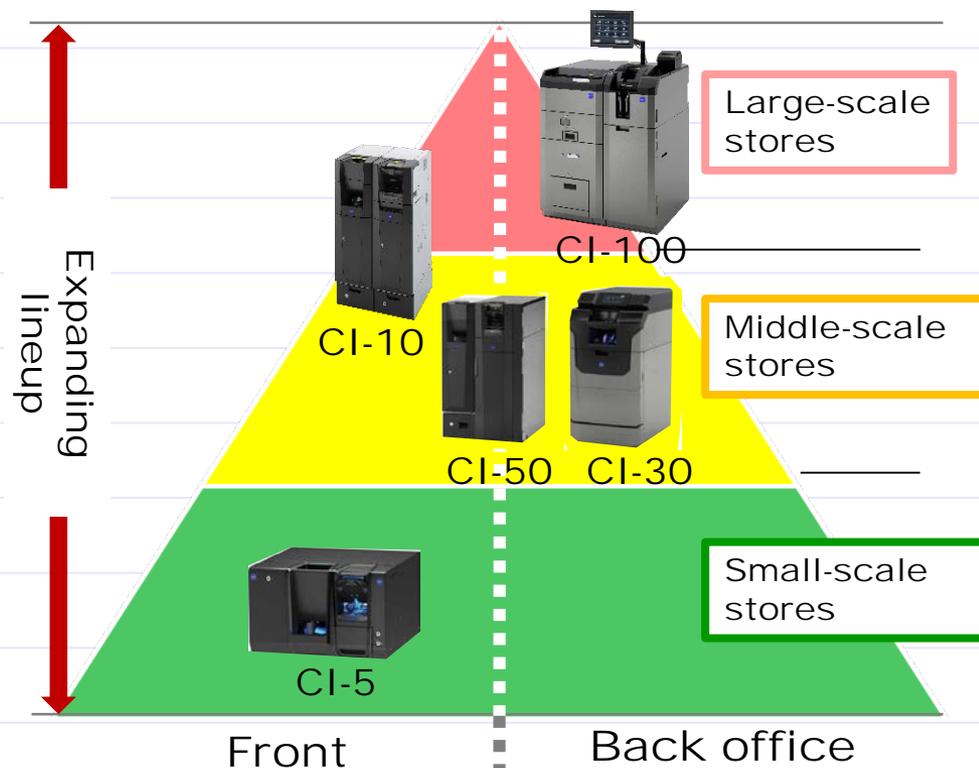
- Higher retail stores : Rigorous cash management and fewer branch personnel
- Improve customer satisfaction : Shorter checkout waiting time

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

### Sales trend of retail products



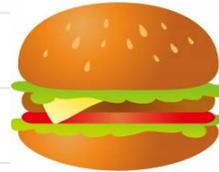
### Target stores



# Huge retail market in U.S.



Global comparisons of selected sectors  
of the U.S. retail market



## Retail

**7 of the Top  
10 Global  
Retailers  
based in USA**

## Gas station

**115,000  
fuel stations in  
the USA  
(10x that of  
Germany)**

## Stadium seat

**30% of all  
stadium seats  
In the world  
(8.8m) are  
in the USA**

## Fast food

**225,000 global  
restaurants  
out of 234,000  
(96%) have  
their HQ in  
North America**

## Casino

**1,954 casinos  
in USA-  
more than  
the next 10  
countries  
combines**

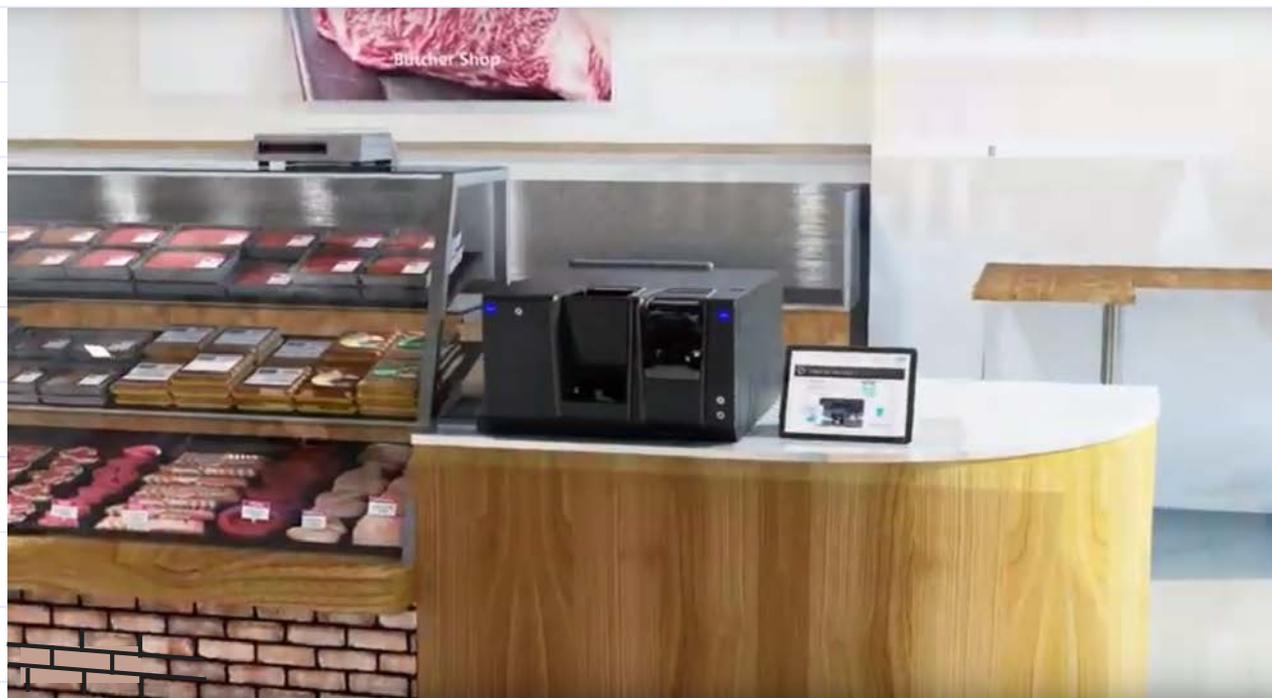
## Hotel

**30,748 hotels  
are managed  
from USA  
headquarters.  
That's 80%  
of the Top 20**

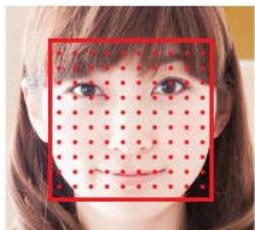
## EMEA : Trial of a new business model



CASHINFINITY CI-5 series



## Cooperation for biometric payment services



**FUE**TREK



Facial Recognition/  
Facial Authentication Technology

Speech Recognition  
Technology

## December, 2018

### Capital and Business Alliance with FueTrek CO., Ltd.

(Glory's ownership : 40.50%)

- Ownership ratio after tender offer
- Development of a new business which effectively utilizes the assets, customers and technologies owned by the both companies  
(such as FueTrek's technology in the speech recognition business domain and GLORY's high-accuracy embedded technology)
- Utilization of speech technology for new UX (user experience) and UI (user interface), etc.
- Mutual cooperation in sales and cultivating new customers
- Provision to FueTrek of our management resources such as infrastructure

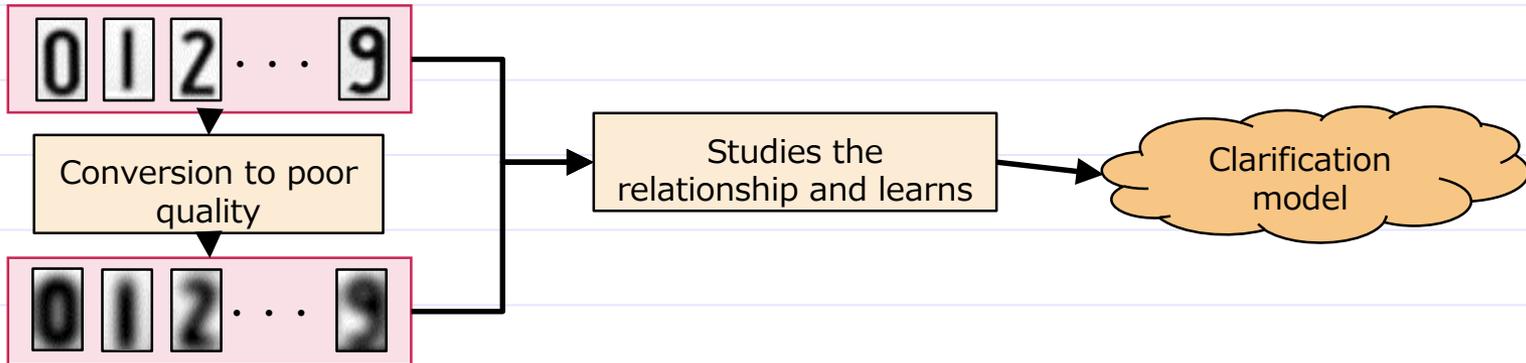
**Experiment of biometric payments  
(Collaborative project with FueTrek)**



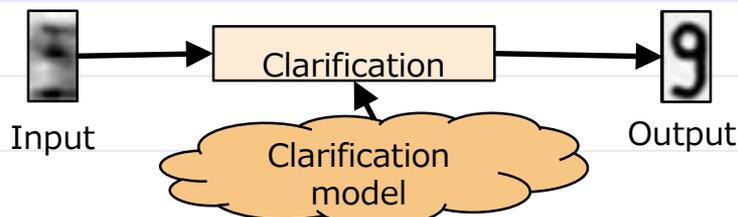
User can complete payment by saying a keyword to tablet terminal.

## Development of license plate image clarification technology

- A clarification technology that uses “**deep learning**”
- Makes possible “**high-precision**” clarification specifically for license plates
- Learning process : Learning by converting images from high to low quality in order to create a clarification model



- Clarification process : Uses the clarification model to determine estimates and assumptions for the conversion of images from low to high quality



## Strategy for quickly launching robotic system integration business

1. Markets with the highest potential
  - Packaging of cosmetics, pharmaceuticals and food
2. Expansion of product lineup
  - Started using DuAro 2 dual-arm robot



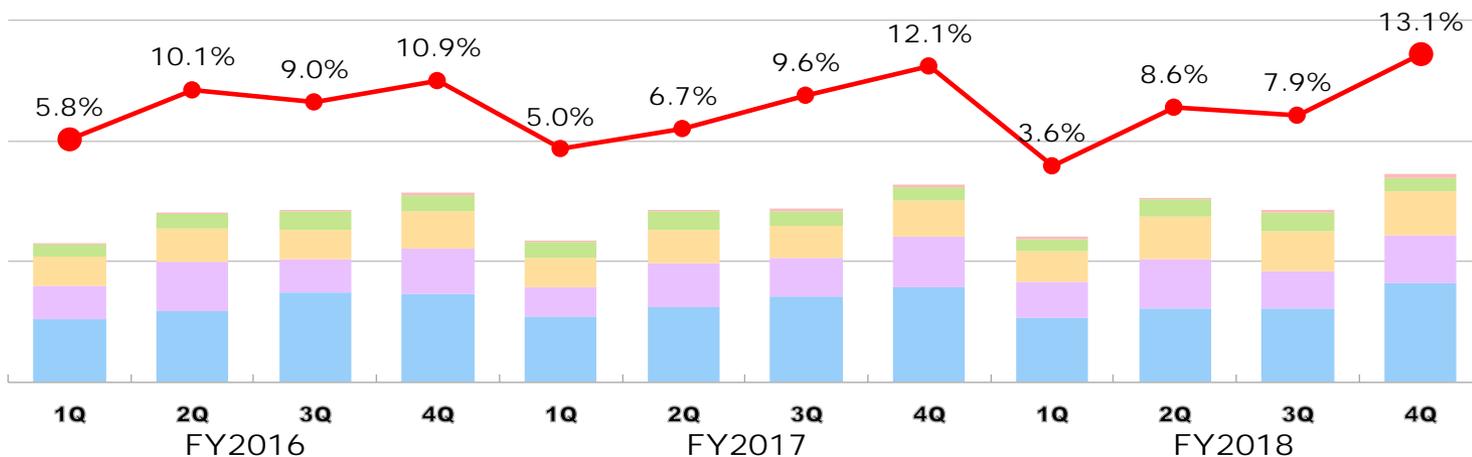
NEXTAGE



DuAro2

3. Upgrading of maintenance services

# Reference



(Millions of yen)	FY2018				
	Q1	Q2	Q3	Q4	Full Year
Overseas Market	21,447 23	24,392 1,164	24,621 1,648	32,827 5,926	103,287 8,761
Financial Market	11,887 1,084	16,574 2,453	12,288 1,306	15,887 1,921	56,636 6,764
Retail & Transportation Market	10,050 677	14,099 1,392	13,249 1,195	14,587 1,347	51,985 4,611
Amusement Market	4,133 238	5,453 522	6,289 816	4,636 383	20,511 1,959
Others	713 -298	838 -244	770 -455	1,020 -524	3,341 -1,521
<b>Total</b>	48,232 1,725	61,355 5,286	57,217 4,511	68,958 9,054	235,762 20,576

Upper row : Sales  
Under row : Income

(Millions of yen)	FY2017 Full Year		FY2018 Full Year		Y-on-Y
		Ratio		Ratio	
<b>Net sales</b>	<b>227,361</b>	100.0%	<b>235,762</b>	100.0%	<b>+8,401</b>
Cost of sales	140,174	61.7%	147,274	62.5%	+7,100
Selling, general and administrative expenses	67,570	29.7%	67,912	28.8%	+342
<b>Operating income</b>	<b>19,615</b>	8.6%	<b>20,576</b>	8.7%	<b>+961</b>
Non-operating income	786	0.3%	1,052	0.4%	+266
Non-operating expenses	2,848	1.3%	1,053	0.4%	-1,795
<b>Ordinary income</b>	<b>17,553</b>	7.7%	<b>20,575</b>	8.7%	<b>+3,022</b>
Extraordinary income	159	0.1%	66	0.0%	-93
Extraordinary loss	174	0.1%	80	0.0%	-94
<b>Income before income taxes and minority interests</b>	<b>17,538</b>	7.7%	<b>20,562</b>	8.7%	<b>+3,024</b>
Income taxes	6,267	2.8%	7007	3.0%	+740
<b>Net Income</b>	<b>11,271</b>	5.0%	<b>13,554</b>	5.7%	<b>+2,283</b>
<b>Net income attributable to owners of parent</b>	<b>9,892</b>	4.4%	<b>12,256</b>	5.2%	<b>+2,364</b>

<b>Net Income</b>	<b>11,271</b>	5.0%	<b>13,554</b>	5.7%	<b>+2,283</b>
Valuation difference on available-for-sale securities	93		-692		-785
Foreign currency translation adjustment	-2,041		1,603		+3,644
Remeasurements of defined benefit plans	1,182		-650		-1,832
<b>Total other comprehensive income</b>	<b>-765</b>	-0.3%	<b>265</b>	0.1%	<b>+1,030</b>
<b>Comprehensive income</b>	<b>10,506</b>	4.6%	<b>13,820</b>	5.9%	<b>+3,314</b>

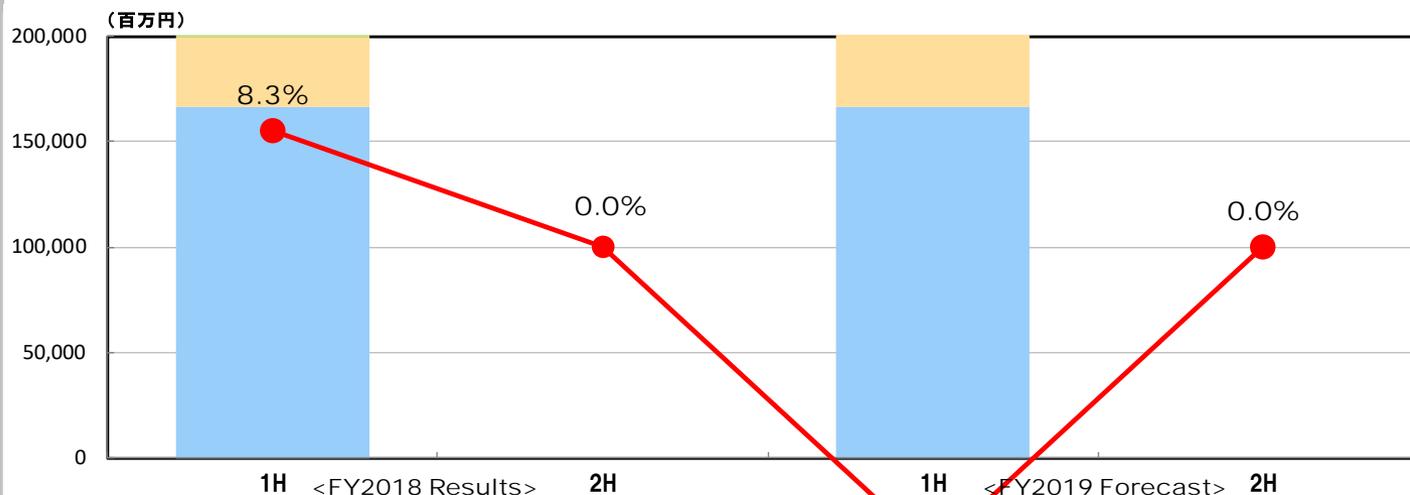
(Millions of yen)	FY2017	FY2018	Increase/ Decrease		FY2017	FY2018	Increase/ Decrease
Cash, deposits and Securities	63,154	75,884	+12,730	Notes and accounts payable-trade	20,106	18,475	-1,631
Notes and accounts receivable-trade	54,275	58,087	+3,812	Short-term loans payable	30,751	27,845	(2) -2,906
Inventories	51,362	48,526	-2,836	Other	40,763	44,147	+3,384
Other	5,956	5,646	-310	Total current liabilities	91,620	90,467	-1,153
<b>Current assets</b>	<b>174,747</b>	<b>188,143</b>	<b>+13,396</b>	Long-term loans payable	4,508	0	(2) -4,508
Property, plant and equipment	34,509	34,829	+320	Other	14,531	34,503	+19,972
Customer relationships	19,683	19,108	(1) -575	Noncurrent liabilities	19,039	34,503	+15,464
Goodwill	45,113	44,245	-868	Total liabilities	110,660	124,971	+14,311
Other	5,976	6,437	+461	Capital stock	12,892	12,892	0
Intangible assets	70,774	69,791	-983	Retained earnings	165,380	172,219	+6,839
Other	22,794	25,464	+2,670	Other	13,893	8,146	-5,747
Total noncurrent assets	128,078	130,084	+2,006	Total net assets	192,165	193,257	+1,092
Total assets	302,825	318,228	+15,403	Total liabilities and net assets	302,825	318,228	+15,403

(1) Customer relationships and goodwill decreased steadily

(2) Loans decreased steadily

(Millions of yen)	FY2017 Full Year	FY2018 Full Year	Increase/ Decrease
Cash flows from operating activities	14,585	24,300	+9,715
Cash flows from investing activities	-8,609	-11,388	-2,779
Free cash flows	5,976	12,912	+6,936
Cash flows from financing activities	-23,574	-361	+23,213
Effect of exchange rate change on cash and cash equivalents	-234	146	+380
Net increase (decrease) in cash and cash equivalents	-17,832	12,697	+30,529
Cash and cash equivalents at end of period	62,375	75,149	+12,774

(Half year)



(Millions of yen)	Q1-Q2 (Forecast)		Q3-Q4 (Forecast)		Full Year (Forecast)	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
Overseas Market	166,804	11,522	0	0	0	0
Financial Market	0	Y2019[4Q]	0	0	0	0
Retail & Transportation Market	44,540	8,665	0	0	0	0
Amusement Market	5,251	-1,043	0	0	0	0
Others	9,602	36	0	0,000	0	0,000
<b>Total</b>	<b>3,125</b>	<b>-676</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

## <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.