

## **Questions and Answers at the Investor Conference on Earning Results for the Fiscal Year 2010**

### **Q1) Please explain about the influence of the Great East Japan Earthquake.**

**A1)** The impact on our production and sales operation for the fiscal year 2010 was minimal. Sales for the fiscal year 2011 are expected to decrease due to the earthquake, which is counted for in the earnings forecast. We expect the influence on the capital investment in amusement market because pachinko parlors will close temporarily by rotation.

### **Q2) Please explain why GLORY plans to gain more operating income for the second half rather than that for the first half of the fiscal year 2011.**

**A2)** As for GLORY, sales for the second half of the fiscal year is usually larger than that for the first half, and so is operating income. We have made the similar plan for the fiscal year 2011, especially because the influence of the earthquake is expected to make some production shift to the second half.

### **Q3) What do you expect concerning the order of OEM products for the overseas market?**

**A3)** Demand of our main OEM product banknote deposit units for ATMs has turned to be on an upward trend since the fourth quarter of the fiscal year 2010. As the company having an OEM contract with GLORY has announced they will increase production of ATMs by 10%, we expect they will order more OEM products to us.

### **Q4) Please give us a supplementary explanation about the background of earnings forecast for the financial market, the retail and transportation market, and the overseas market for the fiscal year 2011.**

**A4)** As for the financial market, sales is expected to be favorable because no financial institution has suspended the budget because of the influence of the Great East Japan Earthquake.

As for the retail and transportation market, GLORY is considering further increasing sales of coin and banknote recyclers at convenience stores, restaurants, and do-it-yourself stores and expanding the market.

The overseas market is expected to raise the revenue in China, in India and in other Asian countries. In Europe, Sitrade Italia S.p.A., acquired in October last year is expected to contribute to GLORY's operating results.

### **Q5) Please tell us about market trends in China and sales target for the fiscal year 2011.**

**A5)** Sales for the fiscal year 2010 in China increased at a steady pace mainly due to the favorable sales for the four major banks. Sales target for the fiscal year 2011 is ¥5,000 million as planned in the Medium-Term Management Plan.