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	ere higher than one year earl		
Income Earning	e of overseas market sales du s increased from one year ea o to cost-reduction measures	rlier as sales rose due prim	narily to contribution of Talar
(Millions of yen)	FY2011	FY2012	Year-on-year comparison
Net sales	146,937	190,938	+29.9%
Maintenance	33,944	50,766	+49.6%
service	(23.1%)	(26.6%)	
Operating	11,274	14,458	+28.2%
income	(7.7%)	(7.6%)	
Ordinary	11,908	13,695	+15.0%
income	(8.1%)	(7.2%)	
Net	6,246	6,873	+10.0%
income	(4.3%)	(3.6%)	

Sales and earnings of the fiscal year were higher than one year earlier.

[Net sales]

Net sales increased 29.9% to ¥190,938 million.

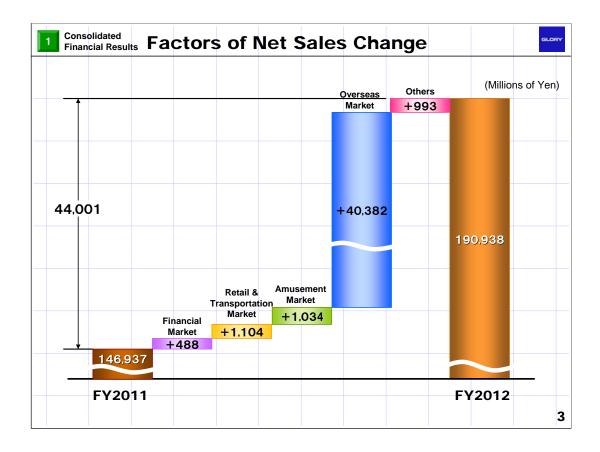
The acquisition of Talaris* contributed to this growth and all business segments performed well.

[Income]

Operating income increased 28.2% to ¥14,458 million. The main reasons were higher sales due to the Talaris acquisition and cost reductions from overseas production and procurement operations and other measures.

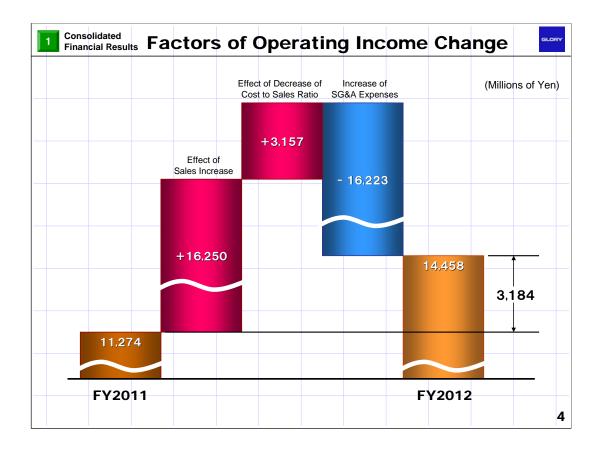
Ordinary income increased 15.0% to \pm 13,695 million and net income increased 10.0% to \pm 6,873 million.

* Talaris Topco Limited (Currently, Glory Global Solutions (Topco) Ltd.)



Net sales increased ¥4,401 million from one year earlier.

[Segments with higher sales] Financial market: Up by ¥488 million Retail and transportation market: Up by ¥1,104 million Amusement market: Up by ¥1,034 million Overseas market: Up by ¥40,382 million Others: Up by ¥993 million



Operating income was ¥3,184 million higher than one year earlier.

[Major positive factors]

Sales growth raised operating income by ¥16,250 million.

Effect of decrease of cost to sales ratio (down 1.7%) was ¥3,157 million.

[Major negative factor]

Higher SG&A expenses lowered operating income by ¥16,223 million.

					()	villions of ye
		Net Sales		Ope	erating Income	
Business Segments	FY2011	FY2012	Year-on-Year comparison	FY2011	FY2012	Year-on-Yea comparisor
Financial Market	44,191	44,679	+488 (+1.1%)	3,954	4,416	+463 (+11.7%
Retail & Transportation Market	28,566	29,670	+1,104 (+3.9%)	3,695	3,136	- 55 (- 15.1%
Amusement Market	24,811	25,845	+1,034 (+4.2%)	2,039	1,728	- 31 (- 15.3%
Overseas Market	35,306	75,688	+40,382 (+114.4%)	1,837	5,085	+3,24 (+176.8%
Others	14,062	15,055	+993 (+7.1%)	- 253	91	(+34
Total	146,937	190,938	+44,001 (+29.9%)	11,274	14,458	+3,184 (+28.2%

[Sales by business segment] Sales were higher in all segments.

[Operating Income by business segment] Segments with higher operating income: Financial market, Overseas market, Others

Segments with lower operating income: Retail and transportation market, Amusement market

Performance	ket			GL
Main products performed well				(Millions of ye
		FY2011	FY2012	Y-on-Y
Although sales of open teller systems, our main product, were sluggish for conventional models, sales of compact models for small- and medium-sized financial outlets were favorable. Sales of coin and banknote recyclers for tellers and of multi-functional banknote changers were favorable due to replacement demand. Overall financial	Sales	44,191	44,679	+488 (+1.1%)
market sales were thus on par with the previous fiscal year. Outline of the Segment	Ratio to total sales	30.1%	23.4%	- 6.7%
	Operating income	3,954	4,416	+ 462 (+11.7%)
OEM clients and others at domestic market in Japan.		3,954 35.1%	4,416	
Sales and maintenance to financial institutions, OEM clients and others at domestic market in Japan. Main Products Open teller systems Coin and banknote Coin recycling modules	Ratio to net sales			(+11.7%)

Sales of open teller systems were down; compact type were firm, but existing type were weak.

Sales of banknote and coin recyclers for tellers and coin recycling modules for ATMs were up.

Sales increased 1.1% to ¥44,679 million.

Operating income increased 11.7% to ¥4,416 million.

Sales of sales proceeds deposit				(Millions of ye
machines were strong		FY2011	FY2012	Y-on-Y
Sales of sales proceeds deposit machines to the cash-in- ransit market were favorable, but sales of coin and panknote recyclers for cashiers, our main product, were sluggish due to a decrease in large-scale demand. Dverall retail and transportation market sales were thus on par with the previous fiscal year.	Sales	28,566	29,670	+1,104 (+3.9%)
Outline of the Segment	Ratio to total sales	19.4%	15.5%	- 3.9%
Sales and maintenance for supermarkets, department stores, cash-in-transit companies, railroad companies, and others at domestic market in Japan. Main Products	Operating income	3,695	3,136	- 559 (- 15.1%) -
	Ratio to net sales	32.8%	21,7%	- 11.1%

Sales of sales proceeds deposit machines for the cash-in-transit companies were up.

Sales of coin and bank note recyclers for cashiers were down due to decline in big order contract.

Sales increased 3.9% to ¥29,670 million.

Operating income decreased 15.1% to ¥3,136 million.

Card systems posted higher sales FY2011 FY2012 Y Although sales of core products such as our card systems were robust, sales of membership management systems were sluggish. Overall amusement market sales were thus on par with the previous fiscal year. 24,811 25,845 +1, (+4) Outline of the Segment Sales 16.9% 13.5% - 3 Sales and maintenance for pachinko parlors, and others in the domestic market. Operating income 2,039 1,728 - 3 Main Products Card systems Dete Dete Dete Dete Dete		Amusen		larket			GL
Although sales of core products such as our card systems were robust, sales of membership management systems were sluggish. Overall amusement market sales were thus on par with the previous fiscal year. 24,811 25,845 +1, (+4) Outline of the Segment Sales 16,9% 13,5% - 3 Sales and maintenance for pachinko parlors, and others in the domestic market. Operating income 2,039 1,728 - 3 Main Products Ratio 18,1% 12,0% - 6	l systems pos	ted higher sa	les				(Millions of ye
systems were robust, sales of membership management systems were sluggish. Overall amusement market sales were thus on par with the previous fiscal year. Sales Qutline of the Segment Sales and maintenance for pachinko parlors, and others in the domestic market. Operating income Querting Querting Querting Ratio Sales and maintenance for pachinko parlors, and others in the domestic market. Operating income Querting Ratio Ratio Description Ratio Description Sales and maintenance for pachinko parlors, and others in the domestic market. Operating Ratio Ratio					FY2011	FY2012	Y-on-Y
Outline of the Segment 16.9% 13.5% - 3 Sales and maintenance for pachinko parlors, and others in the domestic market. Operating income 2,039 1,728 - 3 Main Products Ratio 18.1% 120% - 6	stems were robust, sales of r stems were sluggish. Overall	s of membership n verall amusement	nanagement market sales	Sales	24,811	25,845	+1,034 (+4.2%)
Outline of the Segment Sales and maintenance for pachinko parlors, and others in the domestic market. Operating income Main Products Card systems Ratio Ratio					16.9%	13.5%	- 3.4%
Card systems							
Ratio 18.1% 12.0% -6	es and maintenance	for pachinko parlor	rs,		2,039	1 729	- 311
	es and maintenance others in the domes ain Products	for pachinko parlor	rs,	Operating	2,039	1,728	- 311 (- 15.3%)
Management Pachinko ball Prepaid card systems dispensers for pachinko parlors with card readers with card readers	es and maintenance others in the domes ain Products	for pachinko parlor	rs,	Operating income Ratio to net sales			

Sales of card systems were up.

Sales of membership management systems were down.

Sales increased 4.2% to ¥25,845 million.

Operating income decreased 15.3% to ¥1,728 million.

2 Detail of Performance	Over	seas l	Market			GLC
Main products	nerformed	well				(Millions of yer
	periornieu			FY2011	FY2012	Y-on-Y
Overseas market sa favorable sales of ba banknote recyclers f	anknote sorters a	ind of our new	, ition of		<mark>7</mark> 5,688	+40,382
anknote recyclers for tellers as well a alaris.		Sales	<mark>35,306</mark>		(+114.4%) 	
			Ratio to total sales	24.0%	39.6%	+15.6%
Outline of the	Segment		to total sales			
Outline of the Sales and mainten cash-in-transit com and others at the c	nance for financia	, OEM custom			5,085	+3,248 (+176.8%)
Sales and mainten cash-in-transit com	nance for financia npanies, casinos overseas market.	, OEM custom	IErs Operating	1,837	5,085	
Sales and mainten cash-in-transit corr and others at the c	nance for financia npanies, casinos overseas market.	, OEM custom	Iers Operating income Ratio to net sales Operating margin	1,837		(+176.8%)

Sales of banknote sorters and new banknote recyclers for tellers were up. Sales greatly increased by due to the acquisition of Talaris.

Sales increased 114.4% to ¥75,688 million.

Operating income increased 176.8% to ¥5,085 million.

			(Millions of yen)	Comparison	on a local current	cy base
Sales by overseas geographical segment	FY2011	FY2012	Year-on-year comparison		FY2011	FY2012	Year-on-ye comparisor
Americas	5,742	21,489	+15,747		\$69.9million	\$85.5million	
GLORY	5,742	8,038	+2,296	╞	(¥82.13/US\$)	(¥94.01/US\$)	+22.39
Talaris	0	13,451	+13,451		On a ye	en base	+40.09
Europe	10,271	27,046	+16,775		€101.9million	€104.1million	
GLORY	10,271	11,943	+1,672	╞	(¥ 100.71/€)	(¥114.67/€) *4	
Talaris	0	15,103	+15,103		On a ye	en base	+16.39
Asia	8,984	15,011	+6,027		\$109.3million	\$123.4million	
GLORY	8,984	11,610	+2,626	╞	\$109.3million (¥82.13/US\$)	\$123.4million (¥94.01/US\$)	+12.99
China	5,523	8,274	+2,751		On a ye	n haaa	+29.29
Talaris	0	3,401	+3,401		≫Note		+29.27
OEM	10,309	12,141	+1,832		Exchange rate		
GLORY	10,309	9,796	- 513		€: End Dece		
Talaris	0	2,346	+2,346				
Total	35,306	75,688	+40,382				
GLORY	35,306	41,387	+6,081				
Talaris	0	34,301	+34,301				

[Americas]

Sales were strong and the Talaris acquisition contributed to sales. The result was a 274.2% increase to ¥21,489 million.

[Europe]

Sales were strong and the Talaris acquisition contributed to sales. The result was a 163.3% increase to ¥27,046 million.

[Asia]

Sales growth in China and Talaris' business results contributed to sales.

The result was a 67.1% increase to ¥15,011 million.

[OEM]

Sales increased 17.8% to ¥12,141 million.

2 Detail of Performance Others				GLC
Sales of ticket vending machines				(Millions of yer
were strong		FY2011	FY2012	Y-on-Y
Sales of ticket vending machines to the cash-in-transit market were favorable. Margins also increased	Sales	<mark>14,062</mark>	<mark>15,055</mark>	+993
accompanying rise in sales revenues.	Sales			(+7.1%)
Outline of the Segment	Ratio to total sales	9.6%	7.9%	- 1.7%
Sales and maintenance for tobacco kiosks, tobacco companies, hospitals, government offices			91	
and others in Japan. Main Products	Operating income	- 253		+344 (-)
		- 253	0.6%	
	Ratio to net sales Operating maroin	- 253	0.6%	

[Sales trends for main products] Sales of ticket vending machines were up.

Sales increased 7.1% to ¥15,055 million.

Operating income up ¥344 million to ¥91 million.

Perform	ance	by Busi	ness S	egme	ent					
70,000	fillions of yen							62.04	18.0	0%
60,000				_				63,96	- 15.0	0%
50,000			47,43	7	48,0	99				
40,000	31,4	38	-	-		-		9.2%	- 12.0	0%
30,000			6.8%	Operatio	g margin	%		-	9.0	%
20,000	4.59	%		Operating	y margin				- 6.0	%
۰L	•	· ·							3.0	%
	Q1		Q2		Q	3		Q4		
FY2	2012	Q1	(22	Q3		Q4		Full year	
Financi	al market	7,430(-	38) 12,97	O (1,682)	9,938 <mark>(</mark>	806)	14,341(1,	966)	44,679(4,4	16)
Retail & transpor	tation market	6,341 <mark>(</mark> 7	28) 7,57	6 (604)	6,812 <mark>(</mark>	854)	8,941	950)	29,670 <mark>(</mark> 3,1	36)
Amuser	nent market	6,214 <mark>(</mark> 4	⁰⁶⁾ 5,79	1 (120)	7,731 <mark>(</mark>	965)	6,109(237)	25,845 <mark>(1,7</mark>	28)
Overse	as market	7,873 <mark>(</mark> 4	46) 17,52	O (702)	19,914 <mark>(</mark> 1	, 207)	30,381(2,	730)	75,688(5,0	185)
0	thers	3,577 <mark>(- 1</mark>	31) 3,58	1 (108)	3,704 <mark>(</mark>	111)	4,193 <mark>(</mark>	3)	15,055 <mark>(</mark>	91)
т	otal	31,438(1,4	11) 47,43	7(3,217)	48,099 <mark>(</mark> 3	,943)	63,964(5,	887) 1	90,938 <mark>(14,4</mark>	158)

4Q sales and earnings increased for all business segments.

					(1	Millions of ye
			FY20)12		
Business		Net Sales		Оре	erating Income	
Segments	Targets	Results	Comparison with the target	Targets	Results	Comparison with the targ
Financial Market	45,000	44,679	- 321 (- 0.7%)	4,200	4,416	+21 (+5.1%
Retail & Transportation Market	29,500	29,670	+170 (+0.6%)	3,700	3,136	- 56 (- 15.2%
Amusement Market	25,500	25,845	+345 (+1.4%)	2,000	1,728	- 27 (- 13.6%
Overseas Market	70,000	75,688	+5,688 (+8.1%)	4,500	5,085	+58 (+13.0%
Others	15,000	15,055	+55 (+0.4%)	100	91	- (- 0.1%
Total	185,000	190,938	+5,938 (+3.2%)	14,500	14,458	- 4 (- 0.3%

Sales & Operating Income by Business Segment Compared with Target

[Sales]

All segments: Up 3.2% against the target.

Segments with sales above the targets: Retail & Transportation, Amusement, Overseas and Others

Segments with sales below the targets: Financial

[Operating income]

All segments: Down 0.3% against the target.

Segments with operating income above the targets: Financial and Overseas

Segments with operating income below the targets: Retail & Transportation, Amusement and Others

							(Mil	lions of y
	FY2011	FY2012	Year-on-Year	Cł	nange dui	ing the la	st five ye	ars
Capital Expenditures	6,708	8,218	+1,510 (+22.5%)	10,637	6,713	6,413	6,708	8,218
		8,897		FY08	FY09	FY10	FY11	FY12 8,897
Depreciation & Amortization	6,842		+2,055 (+30.0%)	7,621	0,144	6,717	6,842	
	•		-	FY08	FY09	FY10	FY11	FY12
R&D Expenses	8,934 R&D	12,091	+2,157 (+21.7%)	9,204	8.775	8,998	9,934	12,091
	•			FY08	FY09	FY10	FY11	FY12

[Main growth factor]

Inclusion of Talaris in consolidated accounts.

					(Millions of Yer
	FY2011	ratio	FY2012	ratio	Increase/ Decrease
Net sales	146,937	100.0	190,938	100.0	+44,001
Cost of sales	92,672	63.1	117,266	61.4	+24,594
SG&A expenses	42,990	29.3	59,213	31.0	+16,223
Operating income	11,274	7.7	14,458	7.6	+3,184
Non operating income	1,225	0.8	1,133	0.6	- 92
Non operating expenses	592	0.4	1,896	1.0	+1,304
Ordinary income	11,908	8.1	13,695	7.2	+1,787
Extraordinary income	241	0.2	23	0.0	- 218
Extraordinary loss	507	0.3	980	0.5	+473
Income before income taxes	11,642	7.9	12,738	6.7	+1,096
Total income taxes	4,945	3.4	5,374	2.8	+429
Net income	6,246	4.3	6,873	3.6	+627
Income before income taxes and minority interests	6,696	4.6	7,364	3.9	+668
Total other comprehensive income	- 318	- 0.2	10,738	5.6	+11,056
Comprehensive Income	6,378	4.3	18,102	9.5	+11,724

[Operating income]

Up 28.2% year-on-year to ¥14,458 million

Cost of sales ratio down 1.7%

SG&A expense ratio up 1.7%

[Ordinary income]

Up 15.0% year-on-year to ¥13,695 million

Non-operating expenses includes ¥584 million of interest expenses and ¥577 million of foreign exchange losses.

[Net income]

Up 10.0% year-on-year to ¥6,873 million

Extraordinary losses includes ¥980 million of losses on sales of noncurrent assets and overseas corporate restructuring costs.

Business Pla for FY2013	n Ov	ersea	ıs M	arke	t					4
[Domest	c - Key In	itiatives	ı Ea	arly re	alizat	ion of	"One	GLC	DRY"	
■ Act	iievement	of busin	ess ta	rgets						
	gh coordir ure importar				ales sul	osidiarie	Banknote reformed for teller	ers		
• Stre	ngthen opera	ations in th	e retail r	narket		Co	bin and bankno recyclers CI-10 series	ote		
Imp	olementat	ion of pla	anned I	Integrat	ion of c	oversea	s busine	esses		
B	and sales of / holding exl / marketing	hibitions, h		•			veloping		121	1
	amline prod rganize ovei									

Business Plan for FY2013	Financ	ial Marke	t	
[Domestic	- Key Initiative	es] Improve ea	rnings and ex	oand business domains
Aiming t	o expand sales	s by promoting t	he following:	
Cash	a sector			
	ů ů	or open teller syste n for networking of		Compact open teller systems WAVE series
Non-o	ash sector			
		gies for valuable ite	m management sys n business	tems Valuable item management system BK series
Docur	nent process	ing sector		T
∎ Pr	omote sales strate	gies for target com	panies	Document processing station scanner with a built-in PC FU series

Business Plan or FY2013	Retail	and Tra	nsporta	ation M	arket
(Domestic	- Key Initiati	ves] Improve	earnings a	and expand	l business domai
Front-o	office syste	ms market			
Expa	ind sales of c	oin and bankn	ote recyclei	s for tellers	
• Promo	te sales strategi	es for target comp	oanies		E TR
					Coin and banknote recyclers for tellers
Back-o	office syster	ms market			RT/RAD-200 series
Expa	and sales of b	ack-office ma	chines		
• Promo	te sales strategi	es for sales proce	eds deposit ma	achines	
					Sales proceeds deposit machin DSR-200 series

3 Business Plan for FY2013	Amusement	Market	
[Domestic -	Key Initiatives] [mpr	ove earnings and e	xpand business domains
	rease sales through d and expand busines	eeper market penetra s domains with new p	
	omote of marketing strate	egies aimed at large pach	inko parlors
	aunch new products evelop new markets	LCDタッチバネル搭載の新	世代システム誕生.
			19

Business Plan for FY2013	Others Q14
[Domestic	Key Initiatives] Improve earnings and expand business domain
	Strengthen sales activities for hospitals
	Deeper penetration into ticket vending machines
	Reinforce marketing to cigarette manufacturers
	Promote commercialization of new technologies
	Biometric authentication
	Voice (conversation) protection
	Electronic settlements
	Face Recognition System

	st higher sales because of ove lapanese market.	erseas market expansion ar	nd deeper penetration
Foreca	st higher earnings because of duction measures.	benefits of Talaris acquisition	on and
(Millions of yen)	FY2012	FY2013	Year-on-year comparison
Net sales	190,938	200,000	+4.7%
Maintenance service	50,766 (26.6%)	54,500 (27.3%)	+7.4%
Operating income	14,458 (7.6%)	16,000 (8.0%)	+10.7%
Ordinary income	13,695 (7.2%)	15,000 (7.5%)	+9.5%
Net	6,873 (3.6%)	8,500 (4.3%)	+23.7%

Forecast higher sales and earnings than FY2012.

[Net sales] Increase by 4.7% to ¥200 billion

[Operating income] Increase by 10.7% to ¥16 billion

[Ordinary income] Increase by 9.5% to ¥15 billion

[Net income] Increase by 23.7% to ¥8.5 billion

(Millions of yen)	FY20 (resu			FY201 (foreca	-	
	Sales	Operating income	Sales	Y-on-Y comparison	Operating income	Y-on-Y compariso
Financial market	44,679	4,416	46,000	+3.0%	4,800	+8.7%
Retail & transportation market	29,670	3,136	31,000	+4.5%	3,300	+5.2%
Amusement market	25,845	1,728	24,000	- 7.1%	1,800	+4.2%
Overseas market	75,688	5,085	85,000	+12.3%	6,000	+18.0%
Others	15,055	91	14,000	- 7.0%	100	+9.9%
Total	190,938	14,458	200,000	+4.7%	16,000	+10.7%

[Sales]

Segments with increased sales: Financial markets, Retail and Transportation market, overseas markets

Segments with decreased sales: Amusement market, Others

[Operating income]

Increase for all segments.

Sales 120,000 Millions of yen						Operating m
				110,	000	
100,000	90,000			10.	.0%	10.0%
80,000	_	Ope	erating margin	_		8.0%
60,000	5.6%			_		6.0%
	-					
40,000						4.0%
20,000	_			_		2.0%
。						0.0%
	Q1-Q2 (forecas	t)		Q3-Q4 (fe	precast)	
Business	FY2013 Q1-Q	2 (forecast)	FY2013 Q3-Q	4 (forecast)	Full year (f	forecast)
segments	Sales	Operating income	Sales	Operating income	Sales	Operating income
Financial market	22,000	2,000	24,000	2,800	46,000	4,800
Retail & transportation market	14,500	1,400	16,500	1,900	31,000	3,300
Amusement market	10,000	300	14,000	1,500	24,000	1,800
Overseas market	37,000	1,300	48,000	4,700	85,000	6,000
Others	6,500	0	7,500	100	14,000	100
	90,000	5,000	110,000	11,000	200,000	16,000

[Sales]

Contribution to annual sales: 1st half 45%, 2nd half 55%

[Operating income]

Contribution to annual operating income: 1st half 31%, 2nd half 69% Contribution of 2nd half to be 2% higher than one year earlier.

Other Information	end Forecas	st	
Dividend forecast	for FY2013		
Basic policy on profit distribu	ition		
future business growth. <u>GLOR</u> 25% or higher and a			
both on a consolidated basis.			<u>or at reast 1.076</u>
	Interim (forecast)	Year-end (forecast)	
both on a consolidated basis.			Annual (forecast) ¥44
both on a consolidated basis. Dividend per share FY2013	Interim (forecast)	Year-end (forecast)	Annual (forecast) ¥44
both on a consolidated basis. Dividend per share FY2013 (announced on May 10, 2013)	Interim (forecast)	Year-end (forecast)	Annual (forecast) ¥44 (Dividend payout ratio 34. ¥44
both on a consolidated basis, Dividend per share FY2013 (announced on May 10, 2013) (Reference)	Interim (forecast) ¥22	Year-end (forecast) ¥22	Annual (forecast) ¥44 (Dividend payout ratio 34.) ¥44
both on a consolidated basis, Dividend per share FY2013 (announced on May 10, 2013) (Reference)	Interim (forecast) ¥22	Year-end (forecast) ¥22	Annual (forecast) ¥44 (Dividend payout ratio 34.