

# Consolidated financial results

for the third quarter of fiscal year ending March 31, 2011

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This document may contain forecasts for future business which reflect management's current views with respect to certain future events and financial performances. Actual results may differ materially from those projected or implied in the forecasts and from historical trends. Further, certain forecasts are based upon assumptions of future events which may not prove to be accurate.

So please avoid making investment decision relying only on this document. And please note that we may change the contents of the forecasts without advance notice except when required under the relevant laws.

1 Financial results		Performance overview		compared with previous fiscal year		GLORY
<b>Net sales</b>		Sales were favorable and increased year-on-year due to the positive effect of release of new products in financial market and favorable sales in Asia, especially in China.				
<b>Incomes</b>		Operating income, ordinary income and net income increased year-on-year due to further promotion of lowered production cost as a part of our Constitutional Strengthening Strategy.				
(Millions of yen)	FY2009 Q1-Q3	FY2010 Q1-Q3	Year-on-year comparison			
<b>Net sales</b>	96,320	99,469	+3.3%			
Maintenance services	23,566 (24.4%)	23,832 (24.0%)	+1.1%			
<b>Operating income</b>	5,185 (5.4%)	7,401 (7.4%)	+42.7%			
<b>Ordinary income</b>	6,359 (6.6%)	7,784 (7.8%)	+22.4%			
<b>Net income</b>	3,626 (3.8%)	4,427 (4.5%)	+22.1%			

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## Performance overview

for the first nine-month period of fiscal year ending March 31,2011

The GLORY Group achieved both sales and income increase for this period compared to the same period last year.

### [Net sales]

Total sales increased 3.3% year-on-year.

Sales in Financial, Retail & transportation, and Overseas markets were favorable.

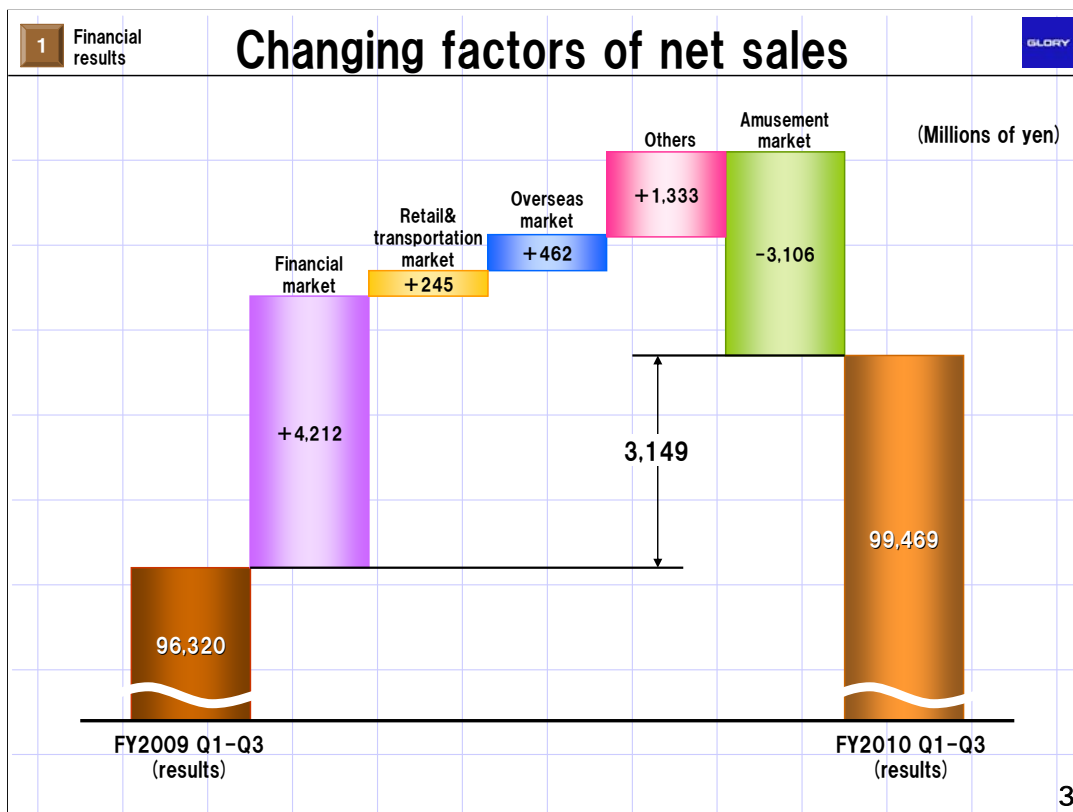
Sales in Amusement market decreased year-on-year.

### [Incomes]

Operating income increased 42.7% year-on-year due to sales increase and reduction of production cost.

Ordinary income increased 22.4% year-on-year despite foreign exchange losses.

Net income increased 22.1% year-on-year despite impairment losses and retirement benefit payment resulting from the merger of group companies.



### Changing factors of net sales

Net sales for this nine-month period increased ¥3,149 million compared to the same period last year.

[Business segments with increased sales]

Financial market : ¥4,212 million

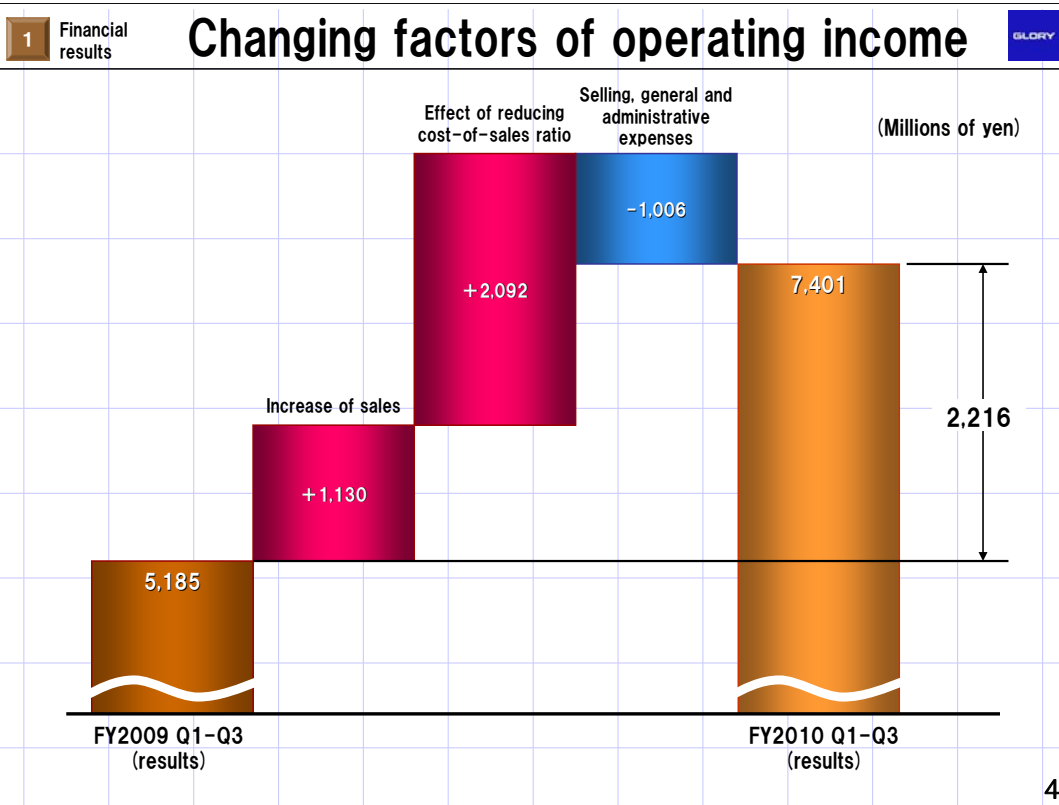
Retail & transportation market : ¥245 million

Overseas market : ¥462 million

Others : ¥1,333 million

[Business segment with decreased sales]

Amusement market : ¥3,106 million



## Changing factors of operating income

Net sales for this nine-month period increased ¥2,216 million compared to the same period last year.

[Major factors attributable to increased operating income]

Increase of sales : ¥1,130 million

Reduction of cost to sales ratio : ¥2,092 million

Total sales increased ¥3,220 million.

[Major factor attributable to decreased operating income]

Increase of selling, general and administrative expenses : ¥1,006 million

## Sales & operating income by business segment



(Millions of yen)					
FY2010 Q1-Q3					
Business segments	Net sales	Performance FY09 Q1-Q3	Target	Operating income	Target
		Year-on-year	Ratio to the target		Ratio to the target
Financial market	32,476	28,264 +14.9%	33,979 - 4.4%	3,605	2,918 +23.5%
Retail & transportation market	19,195	18,950 + 1.3%	20,472 - 6.2%	1,605	1,780 - 9.8%
Amusement market	19,438	22,544 - 13.8%	20,166 - 3.6%	1,187	1,028 +15.5%
Overseas market	19,607	19,145 + 2.4%	21,386 - 8.3%	1,013	1,437 - 29.5%
Others	8,750	7,417 +18.0%	8,455 + 3.5%	- 11	244 - 104.5%
Vending machine market	4,811	4,540 + 6.0%	4,331 +11.1%	- 341	- 130 +162.3%
<b>Total</b>	<b>99,469</b>	<b>96,320</b> + 3.3%	<b>104,458</b> - 4.8%	<b>7,401</b>	<b>7,408</b> - 0.1%

\*Ratio to the target as of November 5, 2010

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### Performance by business segment

#### [Sales by business segment]

All segments except Amusement market were positive compared to the same period last year.

All segments except Other business segment were negative compared to the sales target.

#### [Operating income by business segment]

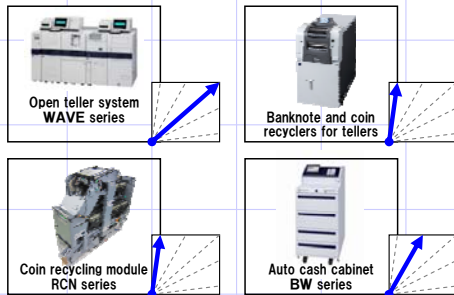
Financial market and Amusement market cleared the target.

Retail & transportation market and Overseas market did not clear the target.

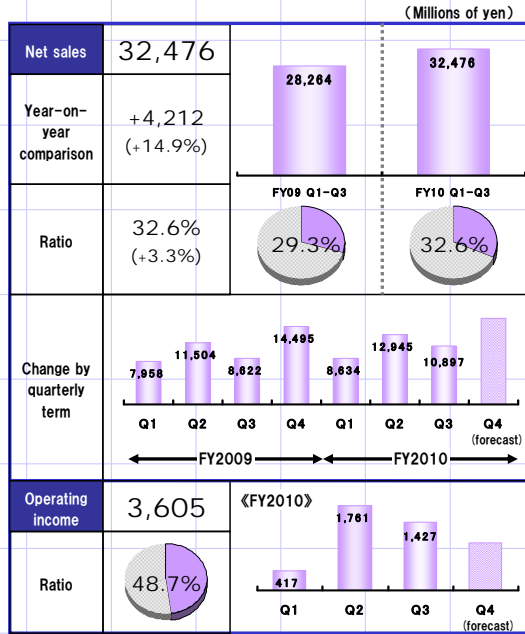
## ● Favorable sales of open teller systems

Sales of open teller systems, our main products, were favorable due to the release of compact open teller systems for small and mid-sized financial outlets. In addition, banknote and coin recycling units for tellers and coin recycling modules for ATMs were also favorable due to replacement demand.

### Sales of main products (Year-on-year comparison)



\*Inclination of an arrow indicates fluctuation of sales compared to the same period last year



## Financial market

Sales of open teller systems, our main products, were favorable and increased 50% year-on-year due to the release of compact open teller systems for small and mid-sized financial outlets.

In addition, OEM banknote and coin recycling units for tellers captured replacement demand. Consequently, sales of the units were favorable and increased 122% year-on-year.

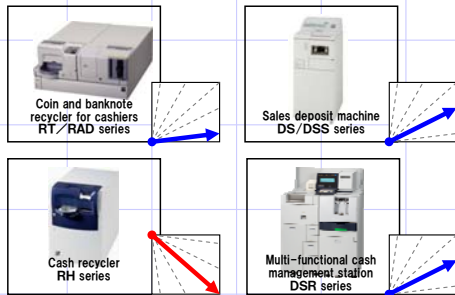
Net sales were ¥32,476 million (up 14.9% year-on-year).

Operating income was ¥3,605 million.

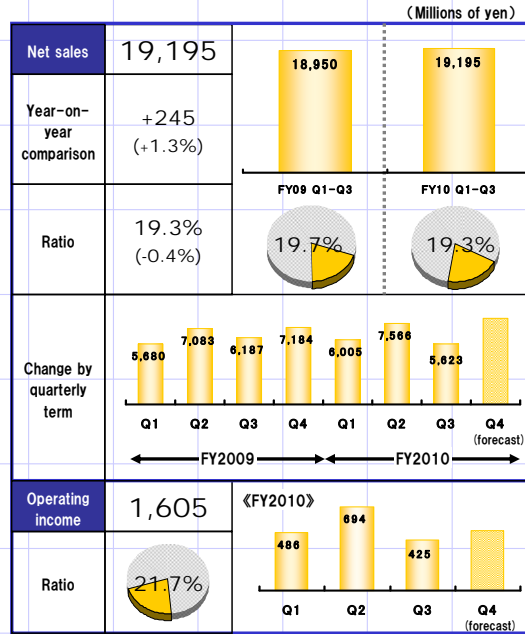
**Favorable sales of coin and banknote recyclers for cashiers and sales proceeds deposit machines for cash-in-transit companies were favorable. However, sales of cash recyclers for gas stations and sales proceeds deposit machines were sluggish.**

Sales of coin and banknote recyclers for cashiers and sales proceeds deposit machines for cash-in-transit companies were favorable. However, sales of cash recyclers for gas stations and sales proceeds deposit machines were sluggish.

**Sales of main products (Year-on-year comparison)**



\*Inclination of an arrow indicates fluctuation of sales compared to the same period last year



## Retail & transportation market

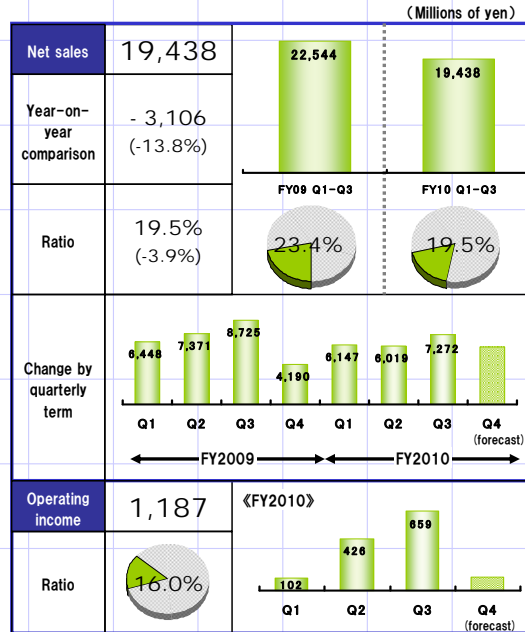
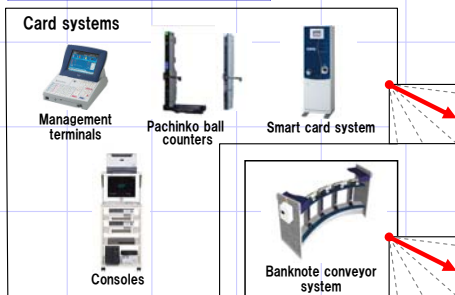
Market conditions were severe due to continuing trend of restrained capital investments and new store opening by super markets and specialty shops. Sales of our main products, coin and banknote recyclers for cashiers increased 2% year-on-year, and sales proceeds deposit machines for small stores were favorable and increased 13% year-on-year. As a whole, sales were comparatively favorable.

Net sales were ¥19,195 million (up 1.3% year-on-year).  
Operating income was ¥1,605 million.

## ● Sluggish sales of card systems

Sales for this segment were sluggish due to restrained investments in card systems and other equipment plus the effects of intensified market competition.

### Sales of main products (Year-on-year comparison)



\*Inclination of an arrow indicates fluctuation of sales compared to the same period last year

## Amusement market

Sales in this market were sluggish due to restrained capital investments in card systems, etc. and intensified market competitions.

Net sales were ¥19,438 million (down 13.8% year-on-year).

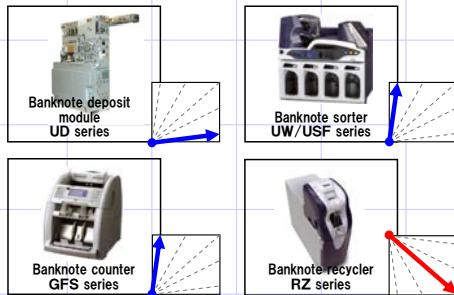
Operating income was ¥1,187 million.



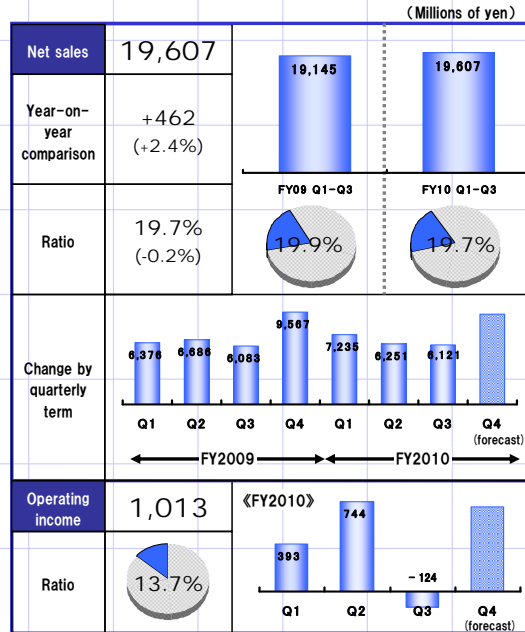
## ● Favorable sales of banknote sorters and new products

Sales of banknote sorters and our new products, banknote counters, were favorable, while sales of banknote recyclers for tellers in the U.S. and Europe and were sluggish, in addition, sales of banknote deposit modules for ATMs became sluggish in the third quarter of this fiscal year.

### Sales of main products (Year-on-year comparison)



\*Inclination of an arrow indicates fluctuation of sales compared to the same period last year



## Overseas market

In Asia, especially in China, sales of banknote sorters were favorable and increased 129% year-on-year.

In the U.S. and Europe, sales of banknote recyclers for tellers and OEM banknote deposit modules for ATMs were sluggish.

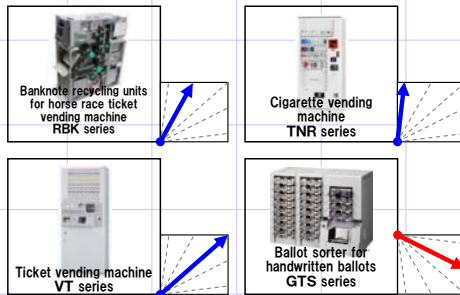
Net sales were ¥19,607 million (up 2.4% year-on-year).

Operating income was ¥1,013 million.

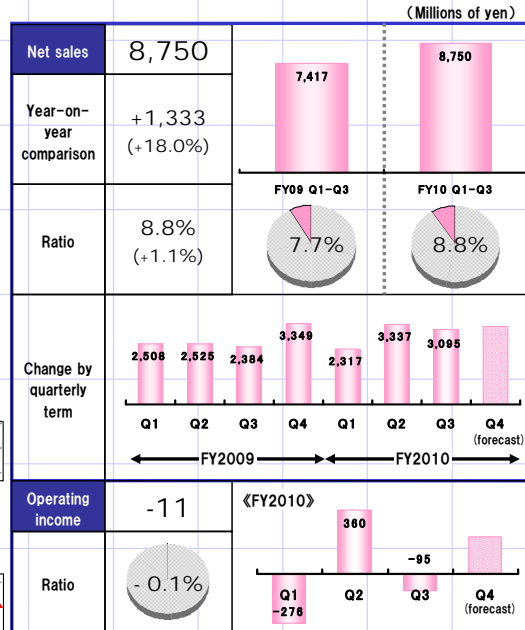
**Favorable sales of cigarette vending machines**

Sales of cigarette vending machines and banknote recycling units for horse race ticket vending machine were favorable.

**Sales of main products (Year-on-year comparison)**



\*Inclination of an arrow indicates fluctuation of sales compared to the same period last year



## Others

Sales of cigarette vending machines for tobacco companies and OEM banknote recycling units for horse race ticket vending machines were favorable.

Net sales for this segment amounted to ¥8,750 million (up 18.0% year-on-year).

Operating income decreased ¥11 million.

## Sales by geographical segment

Sales by geographical segment (overseas)	(Millions of yen)			Comparison on a local currency base		
	FY2009 Q1-Q3	FY2010 Q1-Q3	Year-on-year comparison	FY2009 Q1-Q3	FY2010 Q1-Q3	Year-on-year comparison
<b>Americas</b>	5,951	3,906	-2,045	<b>\$38,464,000</b> (92.45¥/U.S.\$)	<b>\$40,029,000</b> (81.54¥/U.S.\$)	<b>+4.1%</b>
Direct sales	3,556	3,264	-292			
OEM	2,395	642	-1,753			
				<b>On a yen base</b>		<b>-8.2%</b>
<b>Europe</b>	10,422	10,898	+476	<b>€47,996,000</b> (131.32¥/€)	<b>€48,848,000</b> (113.74¥/€)	<b>+1.7%</b>
Direct sales	6,299	5,556	-743			
OEM	4,123	5,342	+1,219			
				<b>On a yen base</b>		<b>-11.7%</b>
<b>Asia</b>	2,772	4,803	+2,031	<b>\$20,800,000</b> (92.45¥/\$)	<b>\$49,251,000</b> (81.54¥/\$)	<b>+136.7%</b>
Direct sales	1,923	4,016	+2,093			
China	850	1,942	+1,092			
OEM	849	787	-62			
				<b>On a yen base</b>		<b>+108.1%</b>
<b>Total</b>	19,145	19,607	+462	<b>Comparison of direct sales on a local currency basis</b>		
Direct sales	11,778	12,836	+1,058	* Exchange rate		
OEM	7,367	6,771	-596	•Americas & Asia: At the end of December, 2010		
				•Europe: At the end of September, 2010		

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**Sales by geographical segment (overseas)**

Business circumstances in the U.S. remained severe and undesirable.

Direct sales in Asia especially in China were favorable (up 108% year-on-year).

Total OEM sales which had been positive year-on-year until the second quarter turned negative for the nine-month period due to the effect of sluggish sales of banknote deposit modules for ATMs in the U.S.

\* The above chart (on the right) shows direct sales on a local currency basis

Amount of direct sales in each geographical segment is set forth on a local currency base in order to compare sales eliminating the effect of fluctuations in foreign exchange rates.

# Capital expenditures and other expenses

(Millions of yen)

	FY2009 Q1-Q3	FY2010 Q1-Q3	Year-on-year	Change during the last five years										
Capital expenditures	4,269	4,683	+414 +9.7%	<table border="1"> <tr> <td>FY06 Q1-Q3</td> <td>FY07 Q1-Q3</td> <td>FY08 Q1-Q3</td> <td>FY09 Q1-Q3</td> <td>FY10 Q1-Q3</td> </tr> <tr> <td>4,382</td> <td>3,586</td> <td>5,996</td> <td>4,269</td> <td>4,683</td> </tr> </table>	FY06 Q1-Q3	FY07 Q1-Q3	FY08 Q1-Q3	FY09 Q1-Q3	FY10 Q1-Q3	4,382	3,586	5,996	4,269	4,683
	FY06 Q1-Q3	FY07 Q1-Q3			FY08 Q1-Q3	FY09 Q1-Q3	FY10 Q1-Q3							
4,382	3,586	5,996	4,269	4,683										
Depreciation & amortization	5,939	4,908	-1,031 -17.4%	<table border="1"> <tr> <td>FY06 Q1-Q3</td> <td>FY07 Q1-Q3</td> <td>FY08 Q1-Q3</td> <td>FY09 Q1-Q3</td> <td>FY10 Q1-Q3</td> </tr> <tr> <td>4,636</td> <td>4,839</td> <td>5,282</td> <td>5,939</td> <td>4,908</td> </tr> </table>	FY06 Q1-Q3	FY07 Q1-Q3	FY08 Q1-Q3	FY09 Q1-Q3	FY10 Q1-Q3	4,636	4,839	5,282	5,939	4,908
	FY06 Q1-Q3	FY07 Q1-Q3			FY08 Q1-Q3	FY09 Q1-Q3	FY10 Q1-Q3							
4,636	4,839	5,282	5,939	4,908										
R&D expenses	6,316	6,306	-10 -0.2%	<table border="1"> <tr> <td>FY06 Q1-Q3</td> <td>FY07 Q1-Q3</td> <td>FY08 Q1-Q3</td> <td>FY09 Q1-Q3</td> <td>FY10 Q1-Q3</td> </tr> <tr> <td>6,582</td> <td>7,099</td> <td>6,775</td> <td>6,316</td> <td>6,306</td> </tr> </table>	FY06 Q1-Q3	FY07 Q1-Q3	FY08 Q1-Q3	FY09 Q1-Q3	FY10 Q1-Q3	6,582	7,099	6,775	6,316	6,306
	FY06 Q1-Q3	FY07 Q1-Q3			FY08 Q1-Q3	FY09 Q1-Q3	FY10 Q1-Q3							
6,582	7,099	6,775	6,316	6,306										

## Capital expenditures and other expenses

Capital expenditures was ¥4,683 million.

Depreciation & amortization was ¥4,908 million.

Research & development expenses stayed around ¥6,306 million.

	(Millions of yen)				
	FY2009 Q1-Q3	Percent (%)	FY2010 Q1-Q3	Percent (%)	Increase/Decrease
Net sales	96,320	100.0	99,469	100.0	+3,149
Cost of sales	61,751	64.1	61,677	62.0	-74
SG&A expenses	29,383	30.5	30,389	30.6	+1,006
Operating income	5,185	5.4	7,401	7.4	+2,216
Non-operating income	1,424	1.5	1,051	1.1	-373
Non-operating expenses	250	0.3	668	0.7	+418
Ordinary income	6,359	6.6	7,784	7.8	+1,425
Extraordinary income	452	0.4	301	0.3	-151
Extraordinary loss	712	0.7	1,091	1.1	+379
Income before income taxes	6,098	6.3	6,994	7.0	+896
Adjustment of income taxes	2,472	2.5	2,567	2.6	+95
Net income	3,626	3.8	4,427	4.5	+801

① Cost-to-sales ratio : Improved 2.1 percentage due to cost reduction activities

② Non-operating income and expenses : Foreign exchange loss (¥480 million)  
(¥487 million of insurance return was posted to non-operating income in the same period last year.)

③ Extraordinary loss : Impairment loss (¥358 million), Retirement fund payment cost (¥257 million),  
Losses on devaluation of its investment securities holdings (¥233 million)

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## Consolidated Income Statement

Cost-to-sales ratio improved 2.1 percentage points year-on-year due to cost reduction activities.

Selling, general and administrative expenses increased ¥1,006 million year-on-year, and its ratio to sales was almost the same year-on-year.

Consequently operating income ratio improved 2.0 percentage points year-on-year.

Non-operating expenses includes foreign exchange losses of ¥480 million.

Consequently ordinary income ratio improved 1.2 percentage points.

Extraordinary loss includes impairment losses of ¥358 million, retirement benefit payment of ¥257 million, losses on evaluation of securities holdings of ¥2,33 million.

As a result income before income taxes was ¥6,994 million, and net income totaled ¥4,427 million (up 22.1% year-on-year).

# Financial forecast for FY2010

**Net sales**

Net sales will increase compared to the same period last year due to expanded markets and new products launches.

**Incomes**

Incomes will increase compared to the same period last year due to sales increase and cost reduction.

(Millions of yen)	FY2009 (results)	FY2010 (forecast)	Year-on-year comparison
<b>Net sales</b>	135,105	145,000	+7.3%
<div style="border: 1px dashed black; padding: 2px;">Maintenance services</div>	31,682 (23.4%)	32,000 (22.1%)	+1.0%
<b>Operating income</b>	7,685 (5.7%)	10,000 (6.9%)	+30.1%
<b>Ordinary income</b>	9,011 (6.7%)	10,000 (6.9%)	+11.0%
<b>Net income</b>	5,108 (3.8%)	6,000 (4.1%)	+17.5%

## Financial forecast for the fiscal year 2010

The forecast announced on May 11, 2010 remains unchanged.

Net sales : ¥145 billion (up 7.3% year-on-year)

Operating income : ¥10 billion (up 30.1% year-on-year)

Ordinary income : ¥10 billion (up 11.0% year-on-year)

Net income : ¥6 billion (up 17.5%)

2 Financial forecast Fiscal Year 2010		Sales & operating income forecast by business segment					GLORY
(Millions of yen)	FY2009 (results)		FY2010 (forecast)				
	Sales	Ratio	Sales	Y-on-Y comparison	Operating income		
Financial market	42,759	31.6%	49,000 ➔ 50,000	+16.9%	4,600		
Retail & transportation market	26,134	19.3%	28,000 ➔ 28,000	+7.1%	2,100		
Amusement market	26,734	19.8%	26,000 ➔ 26,000	-2.7%	1,300		
Overseas market	28,712	21.3%	30,000 ➔ 29,000	+1.0%	1,800		
Others	10,766	8.0%	12,000 ➔ 12,000	+11.5%	200		
Vending machine market	6,381	4.7%	6,500 ➔ 6,500	+1.9%	-200		
Total	135,105	100.0%	145,000 ➔ 145,000	+7.3%	10,000		

\*Figures on the left of an arrow were disclosed on November 5, 2010.

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### Sales and operating income by business segment

A slight revision was made to the sales and operating income forecast announced at the end of the second quarter.

#### [Sales]

Financial market : ¥50 billion (¥1 billion more than the previous forecast)

Overseas market : ¥29 billion (¥1 billion less than the previous forecast)

Others : No revision

#### [Operating income]

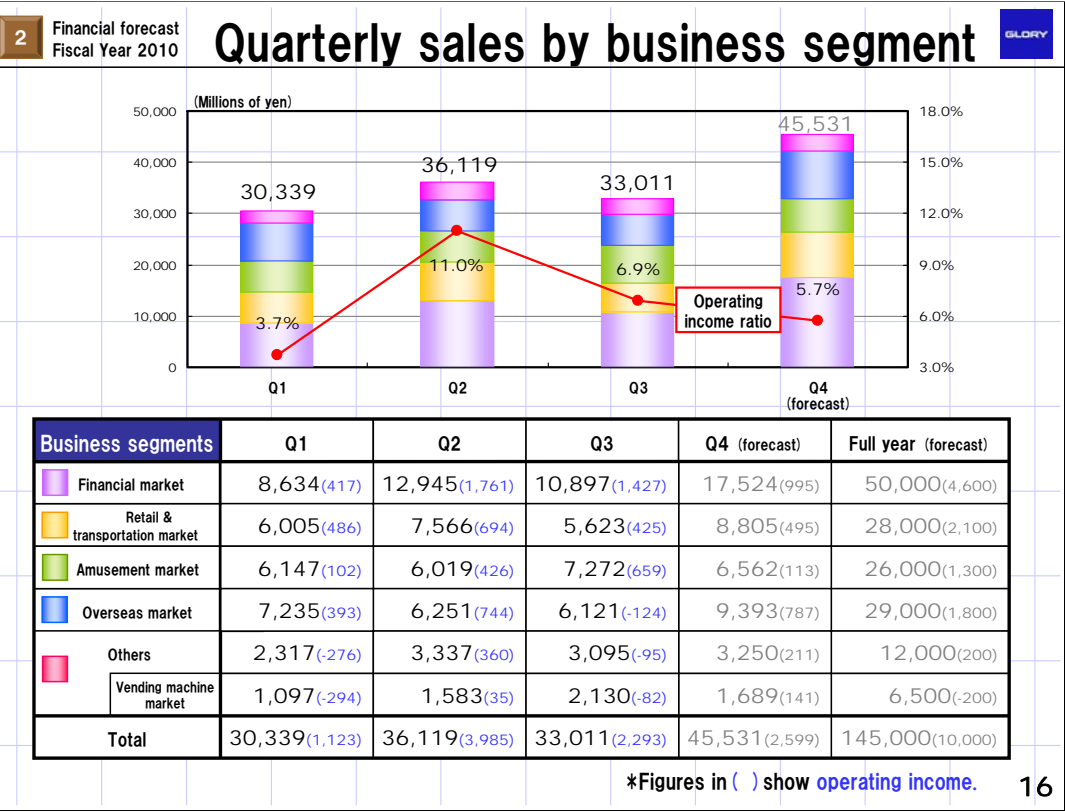
Financial market : Revised upward

Retail & transportation market : Revised downward

Overseas market : Revised downward

Others : Revised downward

Amusement market : No revision



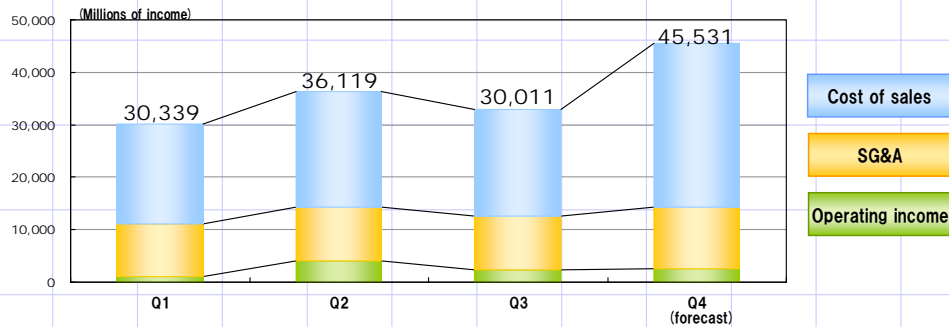
**Quarterly sales by business segment**

Sales during the fourth quarter as a proportion of overall sales for the fiscal year will be accounted significantly high as in usual years.

Increase of both commission payment and SG&A expenses is expected.



## Quarterly operating income



FY2010	Q1	Q2	Q3	Q4 (forecast)	Full year (forecast)
<b>Net sales</b>	30,339	36,119	33,011	45,531	145,000
<b>Cost of sales</b> (Ratio to net sales)	19,034 (62.7%)	22,136 (61.3%)	20,507 (62.1%)	31,323 (68.8%)	93,000 (64.1%)
<b>SG&amp;A</b> (Ratio to net sales)	9,911 (32.7%)	10,268 (28.4%)	10,210 (30.9%)	11,611 (25.5%)	42,000 (29.0%)
<b>Operating income</b> (Ratio to net sales)	1,123 (3.7%)	3,985 (11.0%)	2,293 (6.9%)	2,599 (5.7%)	10,000 (6.9%)

### Quarterly Cost of sales, SG&A, and Operating income

#### [Cost of sales]

Cost to sales ratio for the fourth quarter is expected to be 6.7% higher than the third quarter due to the increase of development commission to be paid for outsourcing design.

#### [SG&A expenses]

SG&A expenses ratio for the fourth quarter is expected to be 5.4% lower than the third quarter due to the increase of sales.

Payments for SG&A expenses are high every fiscal year-end, and SG&A expenses for the current fiscal year are estimated to be ¥1,400 million more than the third quarter.

#### [Operating income]

Operating income for the fourth quarter is estimated to be ¥2,599 million, ¥300 million more than the third quarter.

Operating income for the current fiscal year is estimated to be ¥10,000 million.

### ● Revision to the dividend forecast for FY2010

#### 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 the target of attaining a dividend payout ratio of 25% or higher and DOE (dividends on equity) ratio of at least 1.5%, both on a consolidated basis.**

Dividend per share	Interim (forecast)	Year-end (forecast)	Annual (forecast)
Previous forecast (May 11, 2010)	¥17	¥17	¥34 (Dividend payout ratio: 38.1%)
Revised forecast (February 4, 2011)	—	¥20	¥37 (Dividend payout ratio: 40.5%)
Dividend paid to date for the current fiscal year	¥17	—	—
Dividend for the previous fiscal year (FY2009)	¥16	¥17	¥33 (Dividend payout ratio: 43.4%)

#### For future dividends starting from the next fiscal year

GLORY is considering **raising DOE (dividends on equity) ratio to at least 1.8%** while keeping a dividend payment ratio unchanged at 25% or higher, both on a consolidated ratio, in an effort to further increase the return to shareholders.

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### Revision to the dividend forecast

Considering the consolidated performance and financial standing, GLORY has revised the previous forecast of the year-end dividend ¥17 to ¥20 per share for the fiscal year ending March 31, 2011. The total dividend for the fiscal year will be ¥37 per share. (¥17 as an interim-period dividend, ¥20 as a year-end dividend.)

For the future dividends starting from the next fiscal year, GLORY is considering raising DOE (dividends on equity) ratio to at least 1.8%, while keeping a dividend payout ratio unchanged at 2.5% or higher, both on a consolidated ratio, in an effort to further increase the return to shareholders.

(announced on February 4 )

## ● Enhancement of the company's product lineup

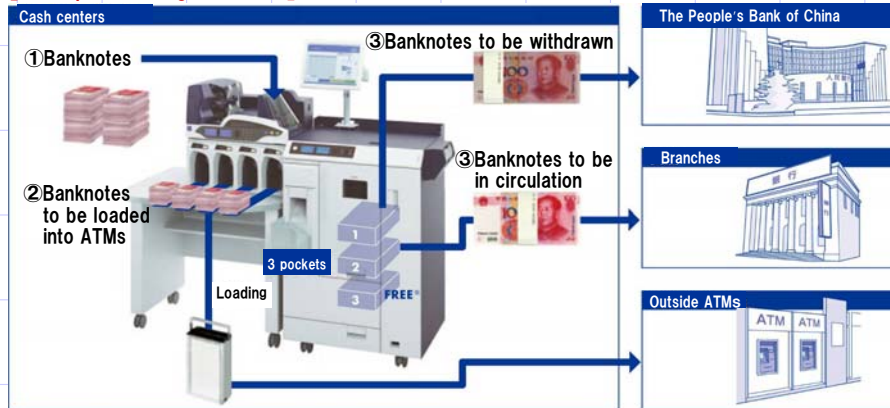
### Banknote sorter with a bundling function UWH-1000

The machine can check, count, sort, and bundle or strap a large amount of banknotes in cash-processing centers and other quarters.

- Release date: December 2010 (Chinese specifications)  
February 2011 (European specifications)



#### [ Examples of usage in China ]



## New product for overseas market

[Banknote sorter with a bundling function UWH-1000]

A sophisticated machine with a bundling function added to the UW series banknote sorters selling well in China in recent years.

In China and Europe, in line with wider promotion of actions to prevent circulation of counterfeit notes such as fitness sorting, demand for a machine to process rapidly a large number of banknotes in cash-processing centers has been growing.

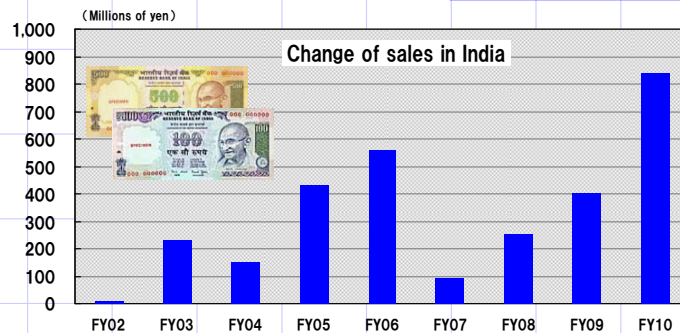
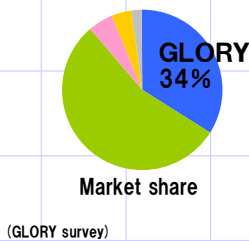
UWH-1000 automatically conducts bundling job which used to be mainly performed manually. It is about half the width as other manufacturers' similar products, and is space saving because it does not take up much space to be installed.

UWH-1000 is to be on the market in December 2010 in China and in February 2011 in Europe.

## ● Enhancement of sales operations

### Establishment of a subsidiary “GLORY India Pvt. Ltd.”

- Aim: To enhance sales in India dramatically by establishing a local subsidiary and further developing a big market (Only one distributor operated so far.)
- Establishment: April 2011 (Scheduled) ● Capital: 100 million rupees
- Head office: New Delhi
- Market potential: No. of financial institutions ... 245  
No. of branches of financial institutions ... approx. 84,000
- Target sales: FY2015 ¥3 billion



## Establishment of a subsidiary in India

### [Aim]

To further enhance sales in India which is a rapidly growing market  
To promote development of the market by enhancing sales network and strengthening information-gathering capability

### [Establishment]

Scheduled Time : April, 2011  
Capital : 100 million rupees  
Head office : New Delhi

### [Market conditions]

Demand for cash processors which can accurately recognize banknotes is growing because counterfeit problem is now a serious social problem.  
India's potential for growth is second to China in Asia and is expected to grow further.

### [Target sales]

Sales for fiscal year 2015 : ¥3 billion



**Chairman of the Board &  
Representative Director**

**Hideto Nishino**

(Current Position)  
President & Representative Director



**President &  
Representative Director**

**Hirokazu Onoe**

(Current Position)  
Director, Executive Vice President

**Note: Hisao Onoe, Chairman of the Board & Representative Director,  
is to assume the office of Director & Executive Advisor.**

## Changes of Representative Directors

[Date]

April 1, 2011

[Reasons for changes]

To strengthen the management structure in line with the reorganization in order to make a quick and flexible response to new issues caused by changing business environments

[Details of changes]

Hideto Nishino, President & Representative Director, is to assume the office of Chairman of the Board & Representative Director.

Hisakazu Onoe, Director, Executive Vice President, is to assume the office of President & Representative Director.

Hisao Onoe, Chairman of the Board, is to stay on as a Director & Executive Advisor.

(announced on January 28, 2011)