

(TRANSLATION FOR REFERENCE ONLY)

This is a translation of the original Japanese text of the “Consolidated Financial Results for the First Quarter of Fiscal Year Ending March 31, 2022.” Should there be any discrepancy between any part of this translation and the original Japanese text, the latter shall prevail.

Consolidated Financial Results

for the First Quarter of Fiscal Year Ending March 31, 2022 <Japanese GAAP>

August 6, 2021

Company Name: **GLORY LTD.** Stock exchange listing: Tokyo (1st Section)
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Scheduled filing date of Quarterly Securities Report: August 11, 2021
 Scheduled date of dividend payments: —
 Preparation of quarterly earnings supplementary explanatory material: Yes
 Holding of quarterly earnings presentation: Yes (for analysts and institutional investors)

(Amounts less than one million yen are rounded downward.)

1. Consolidated Financial Results for the First Quarter of Fiscal Year Ending March 31, 2022 (from April 1, 2021 to June 30, 2021)

(1) Consolidated Operating Results (cumulative)

(The percentages show the changes from the corresponding period of the previous year.)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent	
	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)
Three months ended June 30, 2021	48,215	26.6	2,030	—	2,097	—	<u>631</u>	—
Three months ended June 30, 2020	38,077	(22.4)	(972)	—	<u>(1,122)</u>	—	<u>(1,767)</u>	—

(Note) Comprehensive income

Three months ended June 30, 2021: ¥1,089 million [— %]
 Three months ended June 30, 2020: ¥(1,587) million [— %]

	Net income per share	Fully diluted net income per share
	(Yen)	(Yen)
Three months ended June 30, 2021	<u>10.44</u>	—
Three months ended June 30, 2020	<u>(29.24)</u>	—

(Reference) EBITDA (Operating income + Depreciation + Amortization of goodwill)

Three months ended June 30, 2021: ¥5,972 million [159.3%]

Three months ended June 30, 2020: ¥2,303 million [(64.3)%]

Net income before amortization of goodwill (Net income attributable to owners of parent + Amortization of goodwill)

Three months ended June 30, 2021: ¥1,847million [— %]

Three months ended June 30, 2020: ¥(824) million [— %]

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(2) Consolidated Financial Position

	Total assets	Net assets	Ownership equity ratio	Net assets per share
	(Millions of yen)	(Millions of yen)	(%)	(Yen)
As of June 30, 2021	<u>325,005</u>	<u>194,260</u>	<u>59.0</u>	<u>3,173.89</u>
As of March 31, 2021	<u>330,608</u>	<u>196,332</u>	<u>58.4</u>	<u>3,195.82</u>

(Reference) Ownership equity

As of June 30, 2021: ¥191,913 million

As of March 31, 2021: ¥193,200 million

2. Dividends

(Record date)	Dividends per share				
	First quarter-end	Second quarter-end	Third quarter-end	Year-end	Annual
	(Yen)	(Yen)	(Yen)	(Yen)	(Yen)
Year ended March 31, 2021	—	30.00	—	36.00	66.00
Year ending March 31, 2022	—				
Year ending March 31, 2022 (forecast)		34.00	—	34.00	68.00

(Note) Revisions to the latest dividend forecast: None

3. Consolidated Financial Forecast for the Year Ending March 31, 2022 (from April 1, 2021 to March 31, 2022)

(The percentages show the changes from the corresponding period of the previous year.)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent		Net income per share
	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Millions of yen)	(%)	(Yen)
Six months ending September 30, 2021	106,000	19.6	4,000	149.8	4,000	<u>182.7</u>	1,800	—	29.77
Full year	225,000	3.5	10,000	(29.6)	9,500	<u>(32.8)</u>	4,500	<u>(21.1)</u>	74.43

(Note) Revisions to the latest consolidated financial forecast: Yes

For details on the revision to the consolidated financial forecast, please refer to the news release titled “Notice regarding Revision to Consolidated Financial Forecast for Six-month Period ending September 30, 2021” announced on the same day as this report (August 6, 2021).

(Reference) EBITDA

Six months ending September 30, 2021: ¥11,700 million

Year ending March 31, 2022 (full year): ¥25,400 million

Net income before amortization of goodwill

Six months ending September 30, 2021: ¥4,100 million

Year ending March 31, 2022 (full year): ¥9,200 million

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Notes:

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries involving a change in the scope of consolidation):
None

(2) Application of accounting methods specific to preparation of the quarterly consolidated financial statements: Yes

(3) Changes in accounting policies and estimates, and restatements

(a) Changes in accounting policies associated with revisions of accounting standards, etc.: Yes

(b) Changes in accounting policies other than (a): None

(c) Changes in accounting estimates: None

(d) Restatements: None

(Note) For more information, please refer to “2. Quarterly Consolidated Financial Statements and Significant Notes Thereto (3) Notes to Quarterly Consolidated Financial Statements, Changes in Accounting Policies” on page 11 of the Attachment.

(4) Total number of shares issued (common shares)

(a) Total number of shares issued at the end of the period (including treasury shares)

As of June 30, 2021: 63,638,210 shares

As of March 31, 2021: 63,638,210 shares

(b) Number of treasury shares at the end of the period

As of June 30, 2021: 2,866,078 shares

As of March 31, 2021: 2,866,078 shares

(c) Average number of shares (cumulative from the beginning of the period)

Three months ended June 30, 2021: 60,461,695 shares

Three months ended June 30, 2020: 60,438,865 shares

(Note) In addition to the number of treasury shares at the end of the period, there also existed Company shares owned by the “Board Incentive Plan (BIP) Trust Account” and “Employee Stock Ownership Plan (ESOP) Trust Account.” (As of June 30, 2021: 305,744 shares, As of March 31, 2021: 317,905 shares)

(Note) Quarterly financial results reports are exempt from quarterly review conducted by certified public accountants or an audit corporation.

(Note) Explanation regarding the appropriate use of financial forecasts and other special items

(Caution concerning forward-looking statements)

The forward-looking statements such as operational forecasts contained in this report 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. For the assumptions and other related matters concerning the financial forecasts, please refer to “1. Qualitative Information on the Financial Statements, (2) Consolidated Financial Forecasts and Other Forward-looking Statements” on page 6 of the Attachment.

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Attachment

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1. Qualitative Information on the Financial Statements

(1) Operating Results

The global economy in the three months ended June 30, 2021 saw variances in economic recovery due to differences by country/region in the status of the spread of the novel coronavirus disease (COVID-19) as well as economic measures. In the United States, the pace of economic recovery accelerated against the backdrop of large-scale fiscal policies in addition to the loosening of measures to prevent infection due to the widespread of vaccines. Although there were restrictions on economic activity in Europe, economic recovery was shown due to the progress of vaccinations. In Asia, although the Chinese economy continued to recover, overall the challenging conditions remained due to the spread of infection, delays in vaccinations, etc. On the other hand, the Japanese economy saw a moderate recovery trend due to factors such as overall capital investment and corporate earnings recovering, despite strong downward pressure in the food service and hotel industries, whose foundations are face-to-face services.

Under such circumstances, sales to financial institutions and the retail industry were both strong in the overseas market, and in particular, sales of “sales proceeds deposit machines” used in the back office and self-service “coin and banknote recyclers” for cashiers to the retail industry increased as a result of the growth in needs for contact-free and self-service to prevent infection in addition to increased rigor in cash management.

In addition, the performance of the Acrelec Group S.A.S., which is expanding the self-service kiosks related business, almost recovered to the same level as before the COVID-19 pandemic.

In the domestic business, sales in the financial market increased due to the acquisition of replacement demand and the system modifications required in connection with the scheduled issuance of the new 500-yen coin. In the retail and transportation market, sales of self-service “coin and banknote recyclers” for cashiers and other products increased due to the response to labor shortages and grasping the needs for contact-free and self-service.

As a result, net sales in this three-month period totaled ¥48,215 million (up 26.6% year on year). Of this, sales of merchandise and finished goods were ¥28,933 million (up 32.4% year on year) and sales from maintenance services were ¥19,282 million (up 18.9% year on year). Operating income was ¥2,030 million (vs. operating loss of ¥972 million in the corresponding period of the previous year) due to an increase in net sales, ordinary income was ¥2,097 million (vs. ordinary loss of ¥1,122 million in the corresponding period of the previous year), and net income attributable to owners of parent was ¥631 million (vs. net loss attributable to owners of parent of ¥1,767 million in the corresponding period of the previous year).

Results of operations in each business segment are as follows.

Financial market

Sales of “coin and banknote recyclers” for tellers were sluggish due to the largescale demand of the previous year having run its course, but sales of this segment’s main product “open teller systems” were robust. In addition, sales from maintenance services increased due to the system modifications required in connection with the scheduled issuance of the new 500-yen coin.

As a result, net sales in this segment were ¥8,252 million (up 5.4% year on year) and operating income was ¥1,480 million (up 737.1% year on year) due to improvements in the product mix.

Retail and transportation market

Sales of this segment’s main product “coin and banknote recyclers” for cashiers were steady. Sales of “sales proceeds deposit machines” for the cash-in-transit companies and “multifunctional banknote changers” were strong. In addition, sales from maintenance services increased due to the system modifications required in connection with the scheduled issuance of the new 500-yen coin.

As a result, net sales in this segment were ¥11,573 million (up 20.8% year on year), operating income was ¥844 million (vs. operating loss of ¥61 million in the corresponding period of the previous year).

Amusement market

Sales of this segment’s main products such as “card systems” were slow and sales of “pachinko prize dispensing machines” for pachinko parlors were steady.

As a result, net sales in this segment were ¥2,592 million (up 14.6% year on year) and operating loss was ¥78 million (vs. operating loss of ¥316 million in the corresponding period of the previous year).

Overseas market

In the Americas and Europe, sales of “banknote recyclers” -RBG series- for financial institutions and “sales proceeds deposit machines” -CI series- for the retail industry were robust. In Asia, sales of “banknote sorters” -UW series- were sluggish. Sales of “banknote deposit modules” for ATMs, which are OEM products, increased year on year due to the revision of business agreements, etc.

Furthermore, sales from Acrelec Group S.A.S. and its subsidiaries, which were included in the scope of consolidation from the second quarter of the fiscal year ended March 31, 2021, totaled ¥3,725 million.

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As a result, net sales in this segment were ¥25,262 million (up 41.4% year on year), operating income was ¥135 million (vs. operating loss of ¥529 million in the corresponding period of the previous year).

In the “Other” business segment, net sales were ¥533 million (down 0.8% year on year) and operating loss was ¥351 million (vs. operating loss of ¥242 million in the corresponding period of the previous year).

All amounts in this section do not include consumption taxes.

(2) Consolidated Financial Forecasts and Other Forward-looking Statements

Financial forecasts for the six months ending September 30, 2021 are expected to exceed previous forecasts regarding income because the Company expects reduction in expenditures, improvements in the product mix and the increase of sales from maintenance services for the system modifications required in connection with the scheduled issuance of the new 500-yen coin. The consolidated financial forecast for the fiscal year ending March 31, 2022 that was announced on May 13, 2021 remains unchanged due to uncertainties regarding the future, which include difficulties in procuring parts, such as semiconductors, tight shipping conditions, and soaring parts prices.

For more information, please refer to the news release titled “Notice regarding Revision to Consolidated Financial Forecast for Six-month Period ending September 30, 2021” announced on August 6, 2021.

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2. Quarterly Consolidated Financial Statements and Significant Notes Thereto

(1) Quarterly Consolidated Balance Sheet

(Millions of yen)

	As of March 31, 2021	As of June 30, 2021
Assets		
Current assets		
Cash and deposits	66,188	69,891
Notes and accounts receivable - trade	55,660	–
Notes and accounts receivable - trade, and contract assets	–	42,930
Electronically recorded monetary claims - operating	684	1,109
Securities	50	50
Merchandise and finished goods	33,176	36,670
Work in process	6,943	7,600
Raw materials and supplies	12,397	12,944
Other	5,710	5,290
Allowance for doubtful accounts	(1,032)	(995)
Total current assets	<u>179,778</u>	<u>175,492</u>
Non-current assets		
Property, plant and equipment	39,183	39,132
Intangible assets		
Customer relationships	22,473	22,082
Goodwill	49,800	48,762
Other	8,369	8,451
Total intangible assets	<u>80,642</u>	<u>79,296</u>
Investments and other assets		
Investment securities	11,228	11,163
Other	20,726	21,073
Allowance for doubtful accounts	(951)	(1,152)
Total investments and other assets	<u>31,003</u>	<u>31,085</u>
Total non-current assets	<u>150,829</u>	<u>149,513</u>
Total assets	<u>330,608</u>	<u>325,005</u>
Liabilities		
Current liabilities		
Notes and accounts payable - trade	10,543	9,241
Electronically recorded obligations - operating	6,529	6,604
Short-term borrowings	15,656	18,161
Current portion of long-term borrowings	3,130	4,080
Income taxes payable	2,480	1,010
Provision for bonuses	7,553	3,204
Provision for bonuses for directors (and other officers)	91	28
Provision for stock grant	–	46
Other	41,811	45,022
Total current liabilities	<u>87,796</u>	<u>87,400</u>
Non-current liabilities		
Bonds payable	20,000	20,000
Long-term borrowings	3,939	1,091
Provision for stock grant	245	215
Retirement benefit liability	2,590	2,622
Other	19,703	19,415
Total non-current liabilities	<u>46,478</u>	<u>43,344</u>
Total liabilities	<u>134,275</u>	<u>130,745</u>

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(Millions of yen)

	As of March 31, 2021	As of June 30, 2021
Net assets		
Shareholders' equity		
Share capital	12,892	12,892
Capital surplus	12,294	12,294
Retained earnings	<u>164,411</u>	<u>162,853</u>
Treasury shares	(9,241)	(9,205)
Total shareholders' equity	<u>180,357</u>	<u>178,835</u>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	680	546
Foreign currency translation adjustment	9,054	9,557
Remeasurements of defined benefit plans	3,109	2,973
Total accumulated other comprehensive income	12,843	13,078
Non-controlling interests	3,131	2,347
Total net assets	<u>196,332</u>	<u>194,260</u>
Total liabilities and net assets	<u>330,608</u>	<u>325,005</u>

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(2) Quarterly Consolidated Statements of Income and Comprehensive Income

Quarterly Consolidated Statement of Income

(Millions of yen)

	Three months ended June 30, 2020 (From April 1, 2020 to June 30, 2020)	Three months ended June 30, 2021 (From April 1, 2021 to June 30, 2021)
Net sales	38,077	48,215
Cost of sales	23,364	27,889
Gross profit	14,712	20,326
Selling, general and administrative expenses	15,685	18,296
Operating income (loss)	(972)	2,030
Non-operating income		
Interest income	56	58
Dividend income	86	78
Foreign exchange gains	—	92
Insurance claim income	62	—
Other	83	73
Total non-operating income	289	303
Non-operating expenses		
Interest expenses	122	185
Share of loss of entities accounted for using equity method	70	34
Foreign exchange losses	197	—
Other	48	15
Total non-operating expenses	439	235
Ordinary income (loss)	(1,122)	2,097
Extraordinary income		
Gain on sale of non-current assets	1	5
Gain on sale of investment securities	1	0
Total extraordinary income	2	5
Extraordinary losses		
Loss on retirement of non-current assets	4	12
Loss on valuation of investment securities	178	9
Provision for allowance for doubtful accounts	4	206
Total extraordinary losses	187	228
Income (loss) before income taxes	(1,307)	1,874
Income taxes	282	1,121
Net income (loss)	(1,590)	753
Net income attributable to non-controlling interests	176	122
Net income (loss) attributable to owners of parent	(1,767)	631

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Quarterly Consolidated Statement of Comprehensive Income

	Three months ended June 30, 2020 (From April 1, 2020 to June 30, 2020)	Three months ended June 30, 2021 (From April 1, 2021 to June 30, 2021)
	(Millions of yen)	
Net income (loss)	<u>(1,590)</u>	<u>753</u>
Other comprehensive income		
Valuation difference on available-for-sale securities	384	(132)
Foreign currency translation adjustment	<u>(479)</u>	605
Remeasurements of defined benefit plans, net of tax	87	(135)
Share of other comprehensive income of entities accounted for using equity method	9	(1)
Total other comprehensive income	<u>2</u>	<u>336</u>
Comprehensive income	<u>(1,587)</u>	<u>1,089</u>
Comprehensive income attributable to		
Owners of parent	<u>(1,706)</u>	<u>901</u>
Non-controlling interests	118	188

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(3) Notes to Quarterly Consolidated Financial Statements

Notes Regarding Assumption of a Going Concern

Not applicable.

Application of Accounting Methods Specific to Preparation of the Quarterly Consolidated Financial Statements

Tax expense is calculated by rationally estimating the effective tax rate after application of tax-effect accounting to income before income taxes for the fiscal year including this first quarter, and then multiplying the income before income taxes for the period by the estimated effective tax rate.

Changes in Accounting Policies

(Application of Accounting Standard for Revenue Recognition, etc.)

The Company has applied the “Accounting Standard for Revenue Recognition” (ASBJ Statement No. 29, March 31, 2020) and relevant ASBJ regulations from the beginning of the first quarter ended June 30, 2021, and it has recognized revenue at the time the control of promised goods or services is transferred to the customer at the amount expected to be received upon exchange of said goods or services. The application of the Accounting Standard for Revenue Recognition and relevant ASBJ regulations is subject to the transitional treatment provided for in the proviso to paragraph 84 of the Accounting Standard for Revenue Recognition. The cumulative effect of the retrospective application, assuming the new accounting policy had been applied to periods prior to the beginning of the first quarter ended June 30, 2021 was added to or deducted from the opening balance of retained earnings of the first quarter ended June 30, 2021, and thus the new accounting policy was applied from such opening balance; provided, however, that the new accounting policy was not retrospectively applied to contracts for which nearly all the revenue amounts had been recognized according to the previous treatment in periods prior to the beginning of the first quarter ended June 30, 2021, by applying the method provided for in paragraph 86 of the Accounting Standard for Revenue Recognition. Furthermore, by applying the method set forth in item (1) of the supplementary provisions of paragraph 86 of the Accounting Standard for Revenue Recognition, modifications to contracts carried out prior to the beginning of the first quarter ended June 30, 2021 were accounted for based on the contractual terms after all contract modifications were reflected. Consequently, this cumulative effect was added to or deducted from the opening balance of retained earnings of the first quarter ended June 30, 2021.

The impact of these changes on the opening balance of retained earnings and profit and loss in the three months ended June 30, 2021 is insignificant. Due to the application of the Accounting Standard for Revenue Recognition and relevant ASBJ regulations, “Notes and accounts receivable - trade” under current assets of the consolidated balance sheet as of the end of the previous fiscal year has been included in “Notes and accounts receivable - trade, and contract assets” under current assets from the quarterly consolidated balance sheet as of June 30, 2021. In accordance with the transitional treatment provided for in paragraph 89-2 of the Accounting Standard for Revenue Recognition, figures for the previous fiscal year have not been restated in accordance with the new approach to presentation. Furthermore, the information on disaggregation of revenue from contracts with customers during the three months ended June 30, 2020 has not been disclosed as allowed by the transitional treatment provided for in paragraph 28-15 of the Accounting Standard for Quarterly Financial Reporting (ASBJ Statement No. 12, March 31, 2020).

(Application of Accounting Standard for Fair Value Measurement, etc.)

The Company has applied the “Accounting Standard for Fair Value Measurement” (ASBJ Statement No. 30, July 4, 2019) and relevant ASBJ regulations from the beginning of the first quarter ended June 30, 2021. Furthermore, in accordance with the transitional treatment prescribed in paragraph 19 of the Accounting Standard for Fair Value Measurement and paragraph 44-2 of the “Accounting Standard for Financial Instruments” (ASBJ Statement No. 10, July 4, 2019), the Company will prospectively apply the new accounting policy prescribed by the Accounting Standard for Fair Value Measurement and relevant ASBJ regulations. The impact of this on the quarterly consolidated financial statements is insignificant.

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Segment Information

(a) Three months ended June 30, 2020 (from April 1, 2020 to June 30, 2020)

Information on sales, profit (loss) by reportable segment

(Millions of yen)

	Reportable segments					Other (Note: 1)	Total	Reconcilia- tion	Amounts reported on the quarterly consolidated statement of income (Note: 2)
	Financial market	Retail and transportation market	Amusement market	Overseas market	Total				
Net sales									
(1) Sales to customers	7,829	9,581	2,262	17,866	37,539	537	38,077	–	38,077
(2) Intersegment sales or transfers	–	–	–	–	–	–	–	–	–
Total	7,829	9,581	2,262	17,866	37,539	537	38,077	–	38,077
Segment profit (loss)	176	(61)	(316)	(529)	(730)	(242)	(972)	–	(972)

Notes: 1. “Other” segment is merchandise and finished goods that is not included in the above reportable segments.

2. Segment profit (loss) corresponds to operating income (loss) of quarterly consolidated statement of income.

(b) Three months ended June 30, 2021 (from April 1, 2021 to June 30, 2021)

1. Information on sales, profit (loss) by reportable segment

(Millions of yen)

	Reportable segments					Other (Note: 1)	Total	Reconcilia- tion	Amounts reported on the quarterly consolidated statement of income (Note: 2)
	Financial market	Retail and transportation market	Amusement market	Overseas market	Total				
Net sales									
(1) Sales to customers	8,252	11,573	2,592	25,262	47,682	533	48,215	–	48,215
(2) Intersegment sales or transfers	–	–	–	–	–	–	–	–	–
Total	8,252	11,573	2,592	25,262	47,682	533	48,215	–	48,215
Segment profit (loss)	1,480	844	(78)	135	2,381	(351)	2,030	–	2,030

Notes: 1. “Other” segment is merchandise and finished goods that is not included in the above reportable segments.

2. Segment profit (loss) corresponds to operating income (loss) of quarterly consolidated statement of income.

2. Changes in reportable segments

From the first quarter ended June 30, 2021, the Company reclassified its business segments and changed the classification of business that were previously included in the “Other” segment as follows: biometric/image recognition business and some businesses that contribute to electronic settlement-related business to “Retail and transportation market” segment and some new businesses to “Overseas market” segment. Due to these changes, the segment information for the three months ended June 30, 2020 was prepared based on the classification of reportable segments after the changes.