

# ANNUAL REPORT

Year ended March 31 2004

GLORY LTD.



The World Cultural Heritage-**Himeji Castle** Himeji Castle is located in Himeji City, where the Head Office of GLORY LTD. is.

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# FINANCIAL HIGHLIGHTS

GLORY LTD. and its consolidated subsidiaries Years ended March 31, 2003 and 2004

	Millions	s of yen	Thousands of U.S. dollars
For the Year:	2003	2004	2004
Net sales	¥ 117,287	¥ 176,765	\$ 1,672,486
Operating profit	8,641	30,916	292,516
Income before income taxes and minority interests	10,702	29,169	275,986
Net income.	5,902	17,527	165,844
At Year End:			
Total assets	164,077	213,844	2,023,313
Total Shareholders' equity	110,686	128,504	1,251,867
	Y	Yen	U.S. dollars
Per share:	2003	2004	2004
Net income	¥ 157.42	¥ 233.19	\$ 2.206
Cash dividends	16.00	22.00	0.21

(Note) The U.S. dollar amounts are translated, for convenience only, at the rate of \\$105.69=U.S.\\$ the approximate exchange rate at March 31, 2004.

## PRESIDENT'S MESSAGE



Hideto Nishino, President

I am pleased to present our Company's Annual Report for the year ended March 31, 2004 (the 58th term from April 1, 2003 to March 31, 2004).

During this consolidated fiscal year, the Japanese economy showed signs of recovery backed by improved corporate earnings from surging exports and expanded capital investment in the private sector. However, the full-fledged recovery was not yet seen, with personal consumption still continuing stagnant.

Amid such business conditions in general, demand for our products increased far above the year-before level in the financial market, the principal market for the GLORY

Group (GLORY LTD., its consolidated subsidiaries and its affiliates consolidated under the equity method). This increase was attributable to the upfront demand for machines capable of handling with new banknotes to be issued this November as well as the demand for rationalization investment. In the distribution market, demand was satisfactory for laborsaving machines and front equipment (used at windows to customers), although the retailing industry in general was under severe economic environment affected by unseasonable cool summer and warm winter. In the vending machine market, demand was steady for various ticket vending machines at leisure facilities and restaurants. For cigarette vending machines, replacement demand was steady although the market itself was saturated. In the amusement game market, demand was satisfactory for counter equipment at pachinko parlors while their capital investment for new openings and remodeling work ran out of steam.

In these economic conditions, the Company Group strived for expansion of sales by pushing forward research and development of new technology and new products to meet the needs in each of our markets in a prompt and elaborative manner and also by concentrating our drive on manufacture and sales of new machines and modification of existing machines to cope with the issue of new banknotes scheduled this November.

With regard to dividends, it is our basic policy to reward our shareholders for their support by distributing a reasonable portion of profit to them as dividends while reinforcing our management base from a long-

term viewpoint by taking business environment and earning position into consideration.

This term-end dividend is payable at ¥14 per stock, including the ordinary dividend at ¥6 and the special dividend at ¥8, which brings the yearly amount of dividend per stock to ¥22, including the interim dividend of ¥8 per stock (before stock split-ups) already paid.

The Company made stock split-ups at the ratio of two stocks to one common stock as of March 19, 2004. Therefore, when the basis before stock split-ups is used for comparison, the yearly amount of dividend per stock comes to \$36 (including the interim dividend of \$8, the term-end dividend of \$12 and the special dividend of \$16), up \$20 over the yearly amount of dividend per stock of \$16 paid in the previous term.

Meanwhile, we are intending to utilize our internal reserves as the funds for business expansion in the future such as for research and development of new technology and new products and for opening-up and fostering of new fields and new business in a bid for betterment of our business results.

The market environment surrounding the Company Group is rapidly changing. In the financial market, our principal market, more and more financial institutions are shifting their strategy from defensive to "offensive" while their drive to promote efficiency is accelerating more than ever through abolition and consolidation of their branches. In the distribution market, the move toward rationalization and rigidification is becoming remarkable to cope with liquidation of human resources. Furthermore, new services through tie-up between financial institutions and the distribution industry are emerging as a result of a big change in money flow involving the cash transport industry.

Under such business environment, the Company Group is recognizing it as the most priority task to respond flexibly and properly to the changing market environment. We are intending to focus our efforts on the following three points, accomplishment of our measures to cope with the forthcoming issue of new banknotes, fostering and expansion of our new business on a medium-term basis and promotion of our efficient management.

In the coming years, we are determined to come up to expectations of our shareholders through concerted efforts of the GLORY Group by responding quickly and precisely to the market environment and promoting the ongoing betterment of our business results. We sincerely ask for continued support and guidance of our shareholders.

June 2004

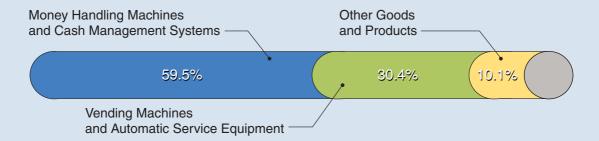
Hideto Nishino President

Hideto Nishina

## **BUSINESS RESULTS**

GLORY LTD. and its consolidated subsidiaries Year ended March 31, 2004

### **Net Sales by Business Segments**



#### **BUSINESS RESULTS BY SEGMENT**

#### **Money Handling Machines and Cash Management Systems**



Open Tellers Machine for Financial Institute <WAVE-100FNS>

Our principal markets in this section are the financial market, the distribution market and the overseas market.

In the financial market, capital investment by financial institutions was centered on up-front demand for machines capable of dealing with new banknotes to be issued this November. Thus sales of coin wrapping machines dropped, but sales of open teller systems capable of dealing with new banknotes recorded a substantial increase. Sales of banknote

and coin depositing and dispensing machines (our OEM products used by financial institutions at teller windows) and coin depositing and dispensing machines installed in ATMs also increased remarkably.

In the distribution market, sales decreased of accepting machines for security service companies engaged in money collection and delivery business, but sales increased of cash recyclers for cashiers of supermarkets and retail shops (which are favorably received by them as highly convenient machines). Sales also increased of the small-sized cash deposit machines for supermarkets and mass-merchandise stores (which are convenient machines for their settlement of sales proceeds).

In the overseas market, sales in the United States increased of small-sized cash deposit machines principally for financial institutions but decreased of banknote dispenser units. Sales of cash deposit machines in European

countries increased but sales of banknote sorting machines and banknote counters in Asian countries decreased.

As a result, overall sales in this section including those in other markets increased to \\(\frac{\text{\$\text{\$4}}}{105,094}\) million (up 73.8% over the previous term). In regard to earnings, operating profit also jumped to \\(\frac{\text{\$\text{\$\text{\$\text{\$\$21,975}}}}{1000}\) million (up 410.8% over the previous term) reflecting the substantial increase of sales.



Cash Recycler for Cashier <RT-50> <RAD-50>

#### **Vending Machines and Automatic Service Equipment**

Our principal markets in this section are the vending machine market and the amusement game market. Our sales in this section also come in part from the financial market and the distribution market.

In the vending machine market, sales of ticket vending machines increased benefiting from the favorable effect of business tie-up and the steady growth of demand. Sales of cigarette vending machines also increased as a result of our elaborative sales promotion drive in all parts of the country in spite of saturation in the market.

In the amusement game market, sales of counter equipment at pachinko parlors such as automatic premium dispensing machines and POS-related machines recorded a substantial increase. POS-related machines covering from premium sorting business to inventory control and calculation business were winning a favorable reception among pachinko parlors as equipment for their business rationalization. From the second half of this term, sales of medal vending machines for money capable of dealing with new banknotes were also showing a satisfactory increase.

Banknote changers sold to the financial market and the distribution market recorded a substantial increase of sales backed by the move of shifting to charged money changing service and the up-front demand to cope with the issue of new banknotes.

As a result, overall sales in this section including those in other markets increased to \(\xi\)53,761 million (up 34.0% over the previous term). In regard to earnings, operating profit also increased to \(\xi\)5,905 million (up 99.8% over the previous term) reflecting increased sales.

#### **Other Goods and Products**

This section primarily covers parts, fixtures, accessories and other goods. Sales in this section increased benefiting from the demand for modification of existing machines to cope with the issue of new banknotes.

As a result, sales came to ¥17,909 million (up 7.3% over the previous term) and operating profit to ¥3,026 million (up 120.2% over the previous term) reflecting increased sales.



Multifunctional Banknote Exchange Machine <EN-100>



Automatic Premium Dispensing Machine <JK-110>

## **COMPANY PROFILE**

As of March 31, 2004

# Making "GLORY" the top brand in the world In order to realize our group vision, we will increase our corporate value by providing customer satisfaction through individual dedication and professionalism.

Company name: GLORY LTD.

Founded: November 27, 1944

Paid-in Capital: ¥12,892,947,600

**Employees** : Consolidated : 5,038 Non-consolidated : 1,772

Fiscal Year-end: March 31

URL : http://www.glory.co.jp

Location:

Head Office /

: 1-3-1 Shimoteno, Himeji City, Hyogo 670-8567, Japan

Himeji Factory
Phone: +81-792-97-3131

Fax: +81-792-94-6233

Tokyo Office : 5-4-6 Osaki, Shinagawa-ku, Tokyo 141-8581, Japan

Phone: +81-3-3495-6301

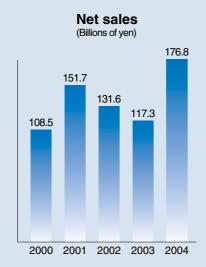
Saitama Factory : 2-4-1 Furukawa, Kazo City, Saitama 347-0004, Japan

Phone: +81-480-68-4661

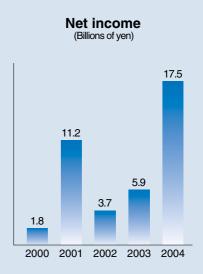
## FIVE-YEAR SUMMARY

GLORY LTD. and its consolidated subsidiaries Years ended March 31

	Millions of yen					Thousands of U. S. dollars
	2000	2001	2002	2003	2004	2004
For the Year :						
Net sales	¥ 108,544	¥ 151,704	¥ 131,618	¥ 117,287	¥ 176,765	\$1,672,486
Operating profit	8,776	26,197	10,787	8,641	30,916	292,516
Income before income taxes and minority interests	4,344	19,182	7,212	10,702	29,169	275,986
Net income	1,756	11,191	3,669	5,902	17,527	165,844
Depreciation and amortization	5,031	5,105	5,341	4,864	5,129	48,529
At Year End :						
Total assets	159,419	186,937	166,505	164,077	213,844	2,023,313
Shareholders' equity	93,566	101,315	105,115	110,686	128,504	1,215,867
Per share of common stock (Yen and U.S. dollars	s) :					
Net income	¥ 50.19	¥ 297.62	¥ 100.44	¥ 157.42	¥ 233.19	\$ 2.206
Cash dividends	16.00	24.00	16.00	16.00	22.00	0.21
Shareholders' equity	2,474.04	2,777.01	2,832.81	2,983.81	1,729.93	16.37
Shareholders' equity ratio	58.7%	54.2%	63.1%	67.5%	60.1%	
Rate of Return On Equity(ROE)	2.0	11.5	3.6	5.5	14.7	







#### **Banknotes Renewed First Time in Twenty Years**

#### Present status of our approach to the revamped banknotes

Three kinds of banknotes, 1,000 yen, 5,000 yen and 10,000 yen, will be renewed in this November 2004. As the currently circulating banknotes were issued in 1984, this is the new issue of banknotes for the first time in twenty years.

About two years have passed since the announcement of this new issue in August 2002. Since then, the Company Group has been making concerted efforts to develop machines capable of dealing with new banknotes. We are pleased to report the present condition of our measures to the issue of new banknotes.



Final inspection of the recycling-type Banknote and Coin Depositing and Dispensing Machines <RB-300>

## Development of technologies to cope with the revamped banknotes and production of machines

We have completed the development of technologies for recognition of new banknotes, and production of new recognition units is progressing smoothly at our production lines. Thus new recognition units capable of dealing with not only existing banknotes but also new banknotes are installed in our various products that are being shipped to the market.



Production line for Banknote Changers <EN-100> that can accept new banknotes

#### Modification work to our existing products for dealing with new banknotes

It is possible to modify our existing products operating in the market so that they can deal with the revamped banknotes.

More than 80% of our modification work in the financial market has been finished now and we plan to almost complete the modification work by the end of September.

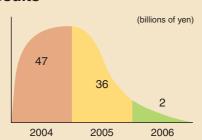
Our modification work in the distribution market and the amusement game market has also started and we also plan to complete most of the modification work by the end of September.



Modification work to our products operating in the market

#### Effect of the issue of new banknotes on our business results

Sales caused by the issue of new banknotes are expected to reach about ¥85.0 billion during three years from the March 2004 term through the March 2006 term. The actual result of sales in the March 2004 term totaled ¥47.0 billion, of which ¥25.0 billion came from replacement demand of new products and ¥22.0 billion came from modification demand of existing products. Sales in the coming years from the issue of new banknotes are estimated at ¥36.0 billion in the March 2005 term and at ¥2.0 billion in the March 2006 term.



Graphic chart of changes due to the special demand from the issue of new banknotes







#### Three kinds of the revamped banknotes

The issue of new banknotes is a big business chance for the Company Group. In order to make the most of this chance, we intend to make the utmost effort by taking all possible measures.

After the end of this special demand from the issue of new banknotes, we plan to vigorously try to find our way in new fields and development of new products in a bid to improve our business results.

## Our New Company in China Production Factory Started Operation

The factory of our new company "GLORY DENSHI KOGYO (SUZHOU) LTD." (hereinafter "GLORY DENSHI") established in the People's Republic of China (hereinafter "China") in February 2003 started operation in April 2004.

GLORY DENSHI has its head office and factory in Suzhou New District, Jiangsu Province, China located near Shanghai showing remarkable economic development. GLORY DENSHI will manufacture, sell and do maintenance of various money handling machines such as banknote counters and banknote sorting machines for the Chinese market. GLORY DENSHI is our second overseas production base next to GLORY (PHILIPPINES), Inc. established in the Philippines in 1994. GLORY DENSHI has a work force of about 30 persons at present and plans to increase it to about 150 persons.

Economic development of China in recent years is so remarkable as to attract attention from the world as the world factory for every kind of industry and as the huge market. In line with such economic development, demand for money handling-related products is growing. In order to expand our business further in this market, the Company Group established GLORY CASH HANDLING SYSTEMS (CHINA) LIMITED. as the sales company in Hong Kong in 2001, and also established Glory International Trading (Shanghai) Co., Ltd. as the sales company in Shanghai in August 2003.

Further expansion of demand is expected in the future not only in the financial market but also in the distribution market. So the Company Group is determined to make concerted efforts mainly through these three subsidiaries in China to expand our business in this market by placing our products that satisfy the needs in China in a timely manner.

#### GLORY DENSHI KOGYO (SUZHOU) LTD.

#### **Business Lines:**

Mainly manufacture, sale and maintenance of money handling machines for the Chinese market.

Founded: February 2003.

Paid-in Capital: US\$4,200,000.

**Head Office:** 

No. 1458 Xiang Jiang Road, Suzhou New District, Jiangsu Province,

China





# CONSOLIDATED BALANCE SHEETS

GLORY LTD. and its subsidiaries At March 31, 2004 and 2003

	Millior	ns of yen	Thousands of U.S. dollars (Note 1)
ASSETS	2004	2003	2004
Current assets:			
Cash and cash equivalents	¥ 65,997	¥ 54,924	\$ 624,439
Time deposits	712	266	6,737
Notes and accounts receivable:			
Notes	5,570	2,600	52,701
Accounts	50,995	25,823	482,496
Other	246	456	2,328
Less: allowance for credit losses	(216)	(150)	(2,044)
	56,595	28,729	535,481
Inventories (Note 4)	29,205	21,781	276,327
Deferred tax assets (Note 15)	6,323	2,997	59,826
Other current assets	421	1,687	3,983
Total current assets	159,255	110,386	1,506,812
Property, plant and equipment:	12 201	12.667	117 200
Land (Note 14)	12,301	12,667	116,388
Buildings and structures	29,520	29,647	279,307
Machinery and equipment	40,254 121	38,807 153	380,869 1,145
Construction in progress	82,196	81,274	777,708
Less: accumulated depreciation	(47,934)	(47,175)	(453,534)
Net property, plant and equipment	34,263	34,100	324,184
Investments and other assets:			
Investments in securities (Note 3)	6,746	5,425	63,828
Investments in and advances to unconsolidated			
subsidiaries and affiliates	2,532	1,541	23,957
Deferred tax assets (Note 15)	3,787	4,499	35,831
Software costs,net	2,683	3,069	25,386
Other	4,584	5,061	43,372
	20,332	19,595	192,374
Less: allowance for credit losses	(8)	(5)	(76)
Total investments and other assets	20,325	19,591	192,308
	¥ 213,844	¥ 164,077	\$ 2,023,313

			Thousands of U.S. dollars
	Millior	ns of yen	(Note 1)
LIABILITIES AND SHAREHOLDERS' EQUITY	2004	2003	2004
Current liabilities:			
Short-term debt (Note 5)	¥ 18,128	¥ 19,005	\$ 171,520
Notes and accounts payable:			
Notes	13,198	6,633	124,875
Accounts	12,336	6,661	116,719
	25,534	13,294	241,593
Accrued income taxes (Note 15)	12,743	2,951	120,570
Accrued expenses	9,809	4,196	92,809
Other current liabilities	11,062	6,427	104,665
Total current liabilities	77,277	45,876	731,167
Long-term liabilities:			
Accrued severance indemnities (Note 6)	7,970	6,789	75,409
Other long-term liabilities (Note 5)	92	228	870
Total long-term liabilities	8,062	7,017	76,280
Total long-term nabilities			
Minority interests	_	497	_
Contingencies (Note 7)			
Shareholders' equity (Note 10):			
Common stock			
Authorized - 128,664,000 shares			
Issued -74,236,210 shares at March 31 2004 and 37,118,105 shares at March 31, 2003	12,892	12,892	121,979
Additional paid-in capital	20,629	20,629	195,184
Retained earnings	94,260	77,389	891,854
Net unrealized holding gains or losses on securities (Note 11)	1,030	13	9,745
Foreign currency translation adjustment	(203)	(137)	(1,921)
Less: treasury stock, at cost	(105)	(102)	(993)
Total shareholders' equity	128,504	110,686	1,215,858
	¥ 213,844	¥ 164,077	\$ 2,023,313

# CONSOLIDATED STATEMENT OF INCOME

GLORY LTD. and its subsidiaries Years ended March 31, 2004 and 2003

	Millior	ns of yen	Thousands of U.S. dollars (Note 1)
	2004	2003	2004
Operating income:			
Net sales	¥ 176,765	¥ 117,287	\$ 1,672,486
Operating expenses:			
Cost of sales	(108,747)	(75,571)	(1,028,924)
Selling, general and administrative expenses (Note 12)	(37,101)	(33,074)	(351,036)
Total operating expenses	(145,848)	(108,645)	(1,379,960)
Operating profit	30,916	8,641	292,516
Other income (expenses):			
Interest and dividend income	125	105	1,183
Interest expense	(254)	(276)	(2,403)
Foreign currency exchange gain loss, net	(105)	(23)	(993)
Gain on sales of investments in securities	244	<u> </u>	2,309
Loss on disposal of inventories	(1,134)	(573)	(10,729)
Loss on write-down of investments in securities	(126)	(1,878)	(1,192)
Net loss on sales or disposal of property and equipment	(339)	(206)	(3,207)
Impairment loss on land (Note 14)	(422)	_	(3,993)
Gains on return of substituted portions of employee pension fund	_	4,760	_
Other, net	265	153	2,507
Total other income (expenses), net	(1,747)	2,061	(16,529)
Income before income taxes and minority interests	29,169	10,702	275,986
Income taxes (Note 15):			
Current	(14,944)	(4,368)	(141,395)
Deferred	3,322	(374)	31,432
	(11,622)	(4,742)	(109,963)
Income before minority interests	17,548	5,959	166,033
Minority interests	(19)	(56)	(180)
Net income	¥ 17,527	¥ 5,902	\$ 165,844
	Millior	ns of yen	Thousands of U.S. dollars (Note 1)
	2004	2003	2004
Net income per share	¥ 233.19	¥ 157.42	\$ 2.206

## CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

GLORY LTD. and its subsidiaries Years ended March 31, 2004 and 2003

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	Number of shares issued	Common stock	Additional paid-in capital	Retained earnings	Net unrealized holding gains (losses) on securities		Treasury stock
Balance at March 31, 2002	37,118,105	¥ 12,892	¥ 20,629	¥ 71,961	¥ (306)	¥ (37)	¥ (25)
Net income for the year	_	_	_	5,902	_	_	_
Net unrealized holding losses on securities	_	_	_	_	320	_	_
Foreign currency translation adjustments	_	_	_	_	_	(100)	_
Increase due to inclusion of newly consolidated subsidiaries	_	_	_	204	_	_	_
Cash dividends paid	_	_	_	(593)	_	_	_
Bonuses to directors and corporate auditors	_	_	_	(84)	_	_	(76)
Increase in treasury stock	_	_	_	_	_	_	_
Balance at March 31, 2003	37,118,105	12,892	20,629	77,389	13	(137)	(102)
Net income for the year	_	_	_	17,527	_	_	_
Net unrealized holding gains on securities	_	_	_	_	1,016	_	_
Foreign currency translation adjustments	_	_	_	_	_	(65)	_
Cash dividends paid	_	_	_	(593)	_	_	_
Bonuses to directors and corporate auditors	_	_	_	(64)	_	_	_
Increase in treasury stock	_	_	_	_	_	_	(3)
Stock split	37,118,105	_	_	_	_	_	_
Balance at March 31, 2004	74,236,210	¥ 12,892	¥ 20,629	¥ 94,260	¥ 1,030	¥ (203)	¥ (105)

#### Thousands of U.S. dollars (Note 1)

	Common stock	Additional paid-in capital	Retained earnings	holdi (los	nrealized ng gains ses) on curities	Forei tra	gn currency anslation justment	asury ock
Balance at March 31, 2003	\$ 121,979	\$ 195,184	\$ 732,226	\$	123	\$	(1,296)	\$ (965)
Net income for the year	_	_	165,834		_		_	_
Net unrealized holding gains on securities	_	_	_		9,613		_	_
Foreign currency translation adjustments	_	_	_		_		(615)	_
Increase due to inclusion of newly consolidated subsidiaries	_	_	_		_		_	_
Cash dividends paid	_	_	(5,611)		_		_	_
Bonuses to directors and corporate auditors	_	_	(606)		_		_	_
Increase in treasury stock	_	<del>-</del>	_		_		_	(28)
Balance at March 31, 2004	\$ 121,979	\$ 195,184	\$ 891,854	\$	9,745	\$	(1,921)	\$ (993)

# CONSOLIDATED STATEMENT OF CASH FLOWS

GLORY LTD. and its subsidiaries Years ended March 31, 2004 and 2003

	Milliam	a of wor	Thousands of U.S. dollars
	Millions	s or yen	(Note 1)
	2004		2004
Operating activities:	W 20 1 60	V10 702	ф <b>255</b> 007
Income before income taxes and minority interests	¥ 29,169	¥10,702	\$ 275,986
Adjustments for:	<i>5</i> 120	4.064	49.530
Depreciation and amortization Provision for accrued severance indemnities	5,129	4,864	48,529
	1,181	(3,373)	11,174
Interest and dividend income	(124) 254	(105) 276	(1,173) 2,403
Interest expenses	338	206	2,403 3,198
Net loss on sales or disposal of property and equipment Loss on write-down of investments in securities	338 126		
		1,878	1,192
Gain on sales of investments in securities	(244) 422	_	(2,309)
Impairment losses on land		2.710	3,993
Decrease (increase) in notes and accounts receivable	(27,104)	2,719	(256,448)
Increase in inventories	(7,658)	(240)	(72,457)
Increase (decrease) in notes and accounts payable	12,365	(2,939)	116,993
Increase (decrease) in accrued expenses	984	(82)	9,310
Other, net	8,045	(388)	76,119
Sub total	22,885	13,517	216,529
Interest and dividend income received	125	105	1,183
Interest expenses paid	(254)	(271)	(2,403)
Income taxes paid	$\frac{(5,097)}{17,650}$	$\frac{(3,918)}{0.422}$	(48,226)
Net cash provided by operating activities	17,659	9,433	167,083
Investing activities:			
Payments for purchase of property, plant and equipment	(4,439)	(4,294)	(42,000)
Proceeds from sales of property, plant and equipment	44	206	416
Payments for purchase of investments in securities	(148)	(1,974)	(1,400)
Proceeds from sales of investments in securities	665	393	6,292
Payments for purchase of software	(709)	(945)	(6,708)
Decrease (increase) in time deposits, net	(446)	49	(4,220)
Acquisition of shares of an unconsolidated subsidiary	(21)	(501)	(199)
Payment for purchase of consolidated subsidiaries, net of cash acquired	(441)	(301)	(4,173)
Decrease in other investments, net	344	133	3,255
Net cash used in investing activities	$\frac{344}{(5,152)}$	(6,933)	$\frac{-3,235}{(48,746)}$
ivet cash used in investing activities	(3,132)	(0,733)	(40,740)
Financing activities:			
Net decrease in short-term loans	(771)	(1,303)	(7,295)
Cash dividends paid	(593)	(593)	(5,611)
Other, net	(48)	(128)	(454)
Net cash used in financing activities	$\frac{(1,412)}{(1,412)}$	$\frac{(126)}{(2,025)}$	$\frac{(13,360)}{(13,360)}$
Effect of exchange rate changes on cash and cash equivalents	(20)	(16)	(189)
Net increase in cash and cash equivalents	11,073	459	104,769
Cash and cash equivalents at beginning of year	54,924	53,733	519,671
Effect of the increase in scope of consolidated subsidiaries		692	_
Cash and cash equivalents at end of year	¥ 65,997	¥54,924	\$ 624,439
Call and call equi arenes at end of jour			<del>+</del>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

GLORY LTD. and its subsidiaries

#### 1. Basis of Presenting Consolidated Financial Statements

The accompanying consolidated financial statements have been prepared from the accounts maintained by GLORY LTD. (the "Company") and its consolidated subsidiaries in accordance with the provisions set forth in the Japanese Commercial Code and the Securities and Exchange Law, and in conformity with accounting principles and practices generally accepted in Japan, which are different in certain respects from the application and disclosure requirements of International Financial Reporting Standards.

Certain items presented in the consolidated financial statements filed with the Director of Kanto Finance Bureau in Japan have been reclassified and relevant-notes have been added, if appropriate, for the convenience for readers outside Japan.

The consolidated financial statements are not intended to present the consolidated financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Japan.

Amounts in U.S. dollars are included solely for the convenience of readers outside Japan. The rate of ¥105.69=U.S.\$1, the rate of exchange prevailing at March 31, 2004 has been used in translation. The inclusion of such amounts is not intended to imply that Japanese yen have been or could be readily converted, realized or settled in U.S. dollars at the rate or any other rate.

#### 2. Summary of Significant Accounting Policies

#### (a) Consolidation Principles

The accompanying consolidated financial statements include the accounts of the Company and its 13 subsidiaries as of March 31, 2004 and 2003, respectively.

All significant inter-company accounts and transactions are eliminated in consolidation.

The difference between the cost of investments in subsidiaries and affiliates and the Company's equity in their net assets at their respective dates of acquisition is being amortized as incurred.

The consolidated subsidiaries as of March 31,2004 and 2003 are listed below.

Name	Year end
GLORY SHOJI CO., LTD.	March 31
GLORY KIKI CO.,LTD	March 31
HOKKAIDO GLORY CO.,LTD	March 31
GLORY SERVICE CO.,LTD	March 31
GLORY•LINCS CO.,LTD	March 31
KASAI GLORY LTD.	March 31
SAYO GLORY LTD.	March 31
GLORY TEC LTD.	March 31
Glory (U.S.A) Inc.	March 31
Glory GmbH	March 31
GLORY IST CO., LTD.	March 31
GLORY TECHNO 24 CO., LTD.	March 31
GLORY MONEY HANDLING MACHINES PTE LTD.	March 31

Considering materiality for the consolidated financial statements, investments in unconsolidated subsidiaries are accounted for by the equity method. Those subsidiaries are listed below.

2004		2003	
Name	Year end	Name	Year end
GLORY AZ SYSTEM CO.,LTD.	March 31	A•Z INC.	March 31
		SYSTEM RESEARCH CO., LTD.	March 31

On April 1, 2003, A\*Z INC. was merged with SYSTEM RESEARCH CO., LTD., and became GLORY AZ SYSTEM CO., LTD.

Investments in the remaining unconsolidated subsidiaries and affiliates, which would have immaterial effect for the consolidated financial statements, are carried at cost.

#### (b) Translation of Foreign Currencies

Revenue and expense items arising from transactions denominated in foreign currencies are generally translated into Japanese yen at the rates effective at the respective transaction dates.

All monetary assets and liabilities denominated in foreign currencies, whether short-term or long-term, are translated into Japanese yen at the current exchange rate prevailing at the balance sheet date.

The resulting translation gains or losses are included in determination of net income for the current year.

The foreign currency financial statements of overseas subsidiaries are translated into Japanese yen and for the balance sheet accounts other than shareholders' equity, which is translated at the historical rates, are translated at the current rate prevailing the respective balance sheet date.

Operating accounts are translated at the average rates of exchange for the respective year.

#### (c) Cash and Cash Equivalents

Cash and cash equivalents consist of cash in hand, deposits held at call with bank and all highly liquid investments with original maturities of three months or less which present insignificant risk of change in value.

#### (d) Investments in Securities

All securities other than investments in subsidiaries and affiliates are classified as "Other securities" which represent securities other than trading securities and held-to-maturity securities. Marketable "Other securities" are stated at market value. Net unrealized gains or losses on "Other securities" are reported as a separated item in shareholders' equity, net of related tax effect. Such unrealized holding gains or losses on "Other securities" in shareholders' equity are not available for distribution as dividends and bonuses to directors and corporate auditors under the Commercial Code. Costs of these securities are determined by the moving average method. "Other securities" which are not marketable are stated at cost, the cost of these securities is determined by the moving average method.

#### (e) Inventories

The Company's and its subsidiaries' inventories other than the subsidiaries' merchandise are stated at cost, which are mainly determined by the periodic average method. The subsidiaries' merchandise is stated at cost, which is mainly determined by the moving average method.

#### (f) Property, Plant and Equipment

Property, plant and equipment are stated at cost. Depreciation of the Company and its domestic subsidiaries' property and equipment other than buildings acquired on and after April 1, 1998 is computed using the declining balance method. The Company and its domestic subsidiaries' buildings acquired on and after April 1, 1998 are depreciated based on the straight-line method.

Depreciation of overseas subsidiaries is mainly computed using the straight-line method.

The range of the estimated useful lives is as follows:

Buildings and structures 3 to 50 years Machinery and equipmen 4 to 12 years

Expenditures for maintenance, repairs and minor renewals are charged to income as incurred.

The Company adopted accounting standard for Impairment of Fixed Assets ("Opinion concerning establishment of Accounting Standard for Impairment of Fixed Assets "issued by the Business Accounting Deliberation Council on August 9, 2002) and "Implementation Guideline of Standard for Impairment of fixed assets (Implementation Guideline of Standard of Enterprise accounting No.6 issued on October 31, 2003)". As a result of adoption of new accounting standard for the year ended March 31, 2004, income before income taxes and minority interests decreased by ¥422 million (\$3,993 thousand) compared with what would have been recorded under the previous accounting standard.

#### (g) Finance Leases

Where the finance leases other than those that are deemed to transfer the ownership of the leased property to the lessee during the lease terms or on their terminations, the leased property is not capitalized, and the relating lease expenses are charged to income in the period incurred in accordance with the Accounting Standard for Lease issued by the Business Accounting Deliberation Council.

#### (h) Capitalized Software Costs

The Company and its domestic subsidiaries capitalized the costs of software for internal-use and the costs are amortized based on the straight-line method over the estimated useful lives of 5 years. On the other hand, the capitalized costs of software for sale are amortized at the greater amount based on the ratio determined by the estimated sale quantity of each product or on the straight-line method over the remaining estimated useful lives (not exceeding 3 years), in accordance with Practical Guidance for Accounting for Research and Development Costs and Software Costs issued by the Japanese Institute of Certified Public Accountants.

#### (i) Allowance for Credit Losses

Allowance for credit losses of the Company and its domestic subsidiaries is provided at the average percentage of bad debt loss on actual defaults suffered during certain past periods, although that was provided at the higher of it or statutory percentage prescribed under the Income Taxes Laws in 2003, together with an amount necessary to cover possible uncollectable amounts based on management's judgment. Allowance for credit losses of the Company's overseas subsidiaries is provided in an amount deemed uncollectable based on management's judgment.

#### (j) Accrued Bonuses

Accrued employees' bonuses is recorded to provide for bonus payments to employees based on the estimated amounts.

#### (k) Accrued Severance Indemnities

Accrued severance indemnities of employees are provided based on the estimated amount of projected benefit obligations in excess of the plan assets at fair value. The actuarial differences are amortized from the next year using the declining balance method over 15 years which is within the average remaining service period.

Pursuant to the enactment of the Defined Benefit Corporate Pension Law, the Glory Employees Pension, on October 18, 2002, was granted immunity by the Ministry of Health, Labor and Welfare from paying future portions of the fund. In this regard, the Company applied the interim measure set forth in Clause 47-2 of the Practical Guidance for Accounting for Retirement (Interim Report), the JICPA Accounting

Committee Report No.13, and recognized the immunity from retirement payment obligations for the company-paid portion of the employees pension programs and the disappearance of pension assets which will be returned, on the same day.

The accrued severance indemnities include lump-sum retirement benefit for the Company and its consolidated subsidiaries' directors and corporate auditors. The amount would be paid at the balance sheet date in accordance with the Company's internal regulations if all directors and corporate auditors retired at that date. Amounts payable to directors and corporate auditors on retirement are subject to the approval of the shareholders' meeting.

#### (l) Income Taxes

Deferred income taxes are provided for temporary difference between the carrying amount of assets and liabilities for financial reporting and income tax purpose.

#### (m) Net Income and Dividend Per Share

Basic net income per share is computed based on the weighted average number of shares of common stock outstanding during each year. Diluted net income per share is not applicable due to no outstanding warrant nor convertible bonds.

The Company conducted a two-for-one stock split of all outstanding shares of the Company's common stock, payable March 19, 2004. Per share information are computed assuming that the stock split took place at the beginning of fiscal 2004.

Basis for calculating net income per share is as follows;

		Thousands of C.S.
	Millions of yen	dollars
Net income per share	2004	2004
Net income for the fiscal year	¥ 17,527	\$ 165,834
Net income not available to common shareholders		
(Bonuses to directors and corporate auditors)	(237)	(2,242)
Net income for common stock	¥ 17,290	\$ 163,592
Average number of shares outstanding during the current fiscal year		
(unit: shares)	74,146,755	

Thousands of U.S.

Cash dividends per share represent interim dividends paid and annual dividends declared as applicable to the respective years.

#### (n) Appropriation of Retained Earnings

Under the Japanese Commercial Code and the Articles of Incorporation of the Company, a proposal by the Board of Directors for the appropriation of retained earnings (principally the payment of annual cash dividends) should be approved by a shareholders' meeting which must be held within three months after the end of each financial year. The appropriation of retained earnings reflected in the accompanying consolidated financial statements for each financial year represents the appropriation which is approved by the shareholders' meeting and disposed of during that year, but related to the immediately preceding financial year.

The payment of bonuses to directors and corporate auditors is made out of retained earnings instead of being charged to income for the year and constitutes a part of the appropriation referred to the above.

Millions of Yen

#### 3. Investments in Securities

As of March 31, 2004 and 2003, "Other securities" were as follows:

				Willions of To	J11		
		2004				2003	
	Carrying	Acquisition	Differen	nce	Carrying	Acquisition	Difference
Market value available:	Amounts	Costs			Amounts	Costs	
Securities with unrealized gain:							
Equity securities	¥ 4,223	¥ 2,424	¥ 1,7	99	¥ 1,388	¥ 1,117	¥ 270
Securities with unrealized loss:							
Equity securities	643	708	(	<u></u>	2,182	2,429	(247)
	4,866	¥ 3,132	¥ 1,7	33_	3,570	¥ 3,547	¥ 23
Market value not available	1,879				1,854		
Total	¥ 6,746			=	¥ 5,425		
			Thou	sands of U.S.	dollars		
				2004			
		Carry	ing				
Market value available:		Amou	ints	Acquisition Cos	sts Diff	ference	
Securities with unrealized gain:				<u> </u>			
Equity securities		\$ 39	9,956	\$ 22,93	35	5 17,021	
Securities with unrealized loss:							
Equity securities		(	5,084	6,69	99	(615)	
1 7			5,040	\$ 29,63		6 16,397	
			=				
Market value not available			7,778				
Total		\$ 63	3,828				

"Other securities" sold for the years ended March 31, 2004 and 2003 are summarized as follows:

					Inousan	as of U.S.	
		Millions of yen			dollars		
	20	004	20	03	20	004	
Proceeds from sales	¥	665	¥	393	\$	6,292	
Gains on sales		244		-		2,309	
osses on sales		-		176		_	

The fair value information in respect of short-term investments and investments in securities, whose market value is not available, is not required under Japanese regulation.

#### 4. Inventories

Inventories as of March 31, 2004 and 2003 comprised of the following:

			Thousands of U.S.	
	Millions	Millions of yen		
	2004	2003	2004	
Finished goods and merchandise	¥ 13,458	¥ 11,948	\$ 127,341	
Work in process	9,236	5,005	87,389	
Raw materials and supplies	6,510	4,827	61,598	
	¥ 29,205	¥ 21,781	\$ 276,327	

#### 5. Short-term debt and Long-term debt

Short-term debt as of March 31, 2004 and 2003 comprised of the following:

			Thousands of U.S.
	Millions	dollars	
	2004	2003	2004
Loans from banks and an insurance company	¥ 18,085	¥ 18,963	\$ 171,114

The average interest rate applicable to short-term bank loans as of March 31, 2004 and 2003 was 1.2%.

Long-term debt (included in Other long-term liabilities on the accompanying consolidated balance sheets) as of March 31, 2004 and 2003 comprised of the following:

		Millions	of yen		Thousand doll	
	20	04	20	03	20	04
Loans from banks and an insurance company, due from 2005 to 2007	¥	53	¥	96	\$	501
Less: portion due within one year		(42)		(42)		(397)
	¥	10	¥	53	\$	95

The average interest rate applicable to long-term loans as of March 31, 2004 and 2003 was 2.6%.

The aggregate annual maturities of long-term debt subsequent to March 31, 2004 were as follows:

		Thousands of U.S.
Year ending March 31	Millions of yen	dollars
2005	¥ 42	\$ 397
2006	10	95
2007 and thereafter		
	¥ 53	\$ 501

As of March 31, 2004 and 2003 assets pledged as collateral for long-tem debt, including the current portion of long-term debt and short-term debt, were as follows:

					Thousand	us of U.S.
		Millions of yen			dollars	
Assets pledged as collateral:	20	<b>2004</b> 2003			2004	
Land	¥	400	¥	400	\$	3,785
Buildings and structures		97		105		918
	¥	497	¥	505	\$	4,702
Secured debt:						
Short-term debt	¥	42	¥	42	\$	397
Long-term debt		10		53		95
	¥	53	¥	96	\$	501

#### 6. Severance and Pension Plan

Employees of the Company and ten domestic consolidated subsidiaries with more than one year of service are entitled to receive lump-sum indemnities upon termination. The amount of the benefits is determined based upon current basic rate of pay, length of service and cause of retirement

The Company and its domestic subsidiaries have four non-contributory pension plans, which are defined benefit plans, covering a portion of their indemnities under their internal regulations for employees. The Company's non-contributory pension plans cover approximately 70% of the indemnities under the Company's internal regulation for employees.

In addition, the Company and its domestic subsidiaries have one united contributory funded benefit pension plan, which is pursuant to the Japanese Welfare Pension Insurance Law, and which is a defined benefit plan.

The extra indemnities upon termination that may be paid to employees are not included in accrued severance indemnities.

The following provided a reconciliation of projected benefit obligation to accrued severance indemnities for employees recognized on the accompanying consolidated balance sheets as of March 31, 2004 and 2003.

Thousands of U.S.

	Millions	dollars	
	2004	2003	2004
Projected benefit obligation	¥ 25,719	¥ 20,785	\$ 243,343
Fair value of plan assets	(13,215)	(10,190)	(125,035)
Funded status	12,504	10,595	118,308
Unrecognized actuarial differences	(5,734)	(5,002)	(54,253)
Net liability recognized in balance sheet	6,769	5,592	64,045
Prepaid pension expense		10_	
Accrued severance indemnities for employees	¥ 6,769	¥ 5,602	\$ 64,045

Projected benefit obligation of certain subsidiaries are calculated using the simplified method, which is permitted to apply by small sized companies, in conformity with the Accounting Standard for Retirement Benefits.

Components of net periodic benefit cost for the years ended March 31, 2004 and 2003 were as follows:

					Thousar	ids of U.S.		
	Millions of yen			dollars				
	2004		2003		2003		2	004
Service cost	¥	1,380	¥	1,673	\$	13,057		
Interest cost		575		727		5,440		
Amortization of actuarial differences		717		890		6,784		
Amortization of prior service cost		-		(144)				
Gain on return of substituted portions of employee pension fund				(4,760)				
Net periodic benefit cost (income)	¥	2,673	¥	(1,613)	\$	25,291		

Thousands of II C

Service cost does not include employees' contribution of contributory funded benefit pension plan.

Projected benefit obligation was determined using discount rates of 2.0% and 2.8%, and the expected rates of return on plan assets were 0.0% for the years ended March 31, 2004 and 2003.

Projected benefit obligation is attributed to periods based on years of service.

#### 7. Contingencies

The Company provided guarantees for bank loans drawn by its employees. Such guarantees aggregated \$70 million (\$662 thousand) and \$90 million as of March 31, 2004 and 2003, respectively.

The Company's group provided guarantees for lease obligations owed by its customers. Such guarantees amounted to \$1,487 million (\$14,069 thousand) and \$1,215 million as of March 31, 2004 and 2003, respectively.

The Company's group provided guarantees for lease obligations owed by its sales agency's customers. Such guarantees amounted to ¥145 million (\$1,372 thousand) and ¥139 million as of March 31, 2004 and 2003, respectively.

#### 8. Lease

The lease expenses were charged to income in the period incurred as follows:

	Millions	Millions of yen			
	2004	<b>2004</b> 2003			
Lease expense	¥ 738	¥ 799	\$ 6,983		
Future lease payments, including interest were as follows:			Thousands of U.S.		
	Millions	Millions of yen			
	2004	<b>2004</b> 2003			
Due within one year	¥ 602	¥ 723	\$ 5,696		
Due after one year	703	1,038	6,651		
Total	¥ 1,305	¥ 1,762	\$ 12,347		

Additional information, assuming capitalization of the leased property, requested by the Business Accounting Deliberation Council, is disclosed, but not included in the statements of income or balance sheets, as follows:

Thousands of U.S.

Thousands of U.S.

Thousands of II C

Notional acquisition cost, and accumulated depreciation:

			Thousands of C.S.
	Million	dollars	
Leased property:	2004	2003	2004
Machinery and equipment	¥ 3,514	¥ 4,004	\$ 33,248
Less	(2,208)	(2,241)	(20,891)
Accumulated depreciation	¥ 1,305	¥ 1,762	\$ 12,347

Notional depreciation expenses for the years ended March 31, 2004 and 2003 were \\$738 million (\\$6,983 thousand) and \\$799 million, respectively.

Notional acquisition cost means the cost which is characterized as the total lease payment, including interest due to the immateriality of the leased property against tangible fixed assets capitalized on the accompanying consolidated balance sheets. Notional depreciation expenses are calculated by the straight-line method assuming that there is no scrap value over the term of the lease based on notional acquisition cost.

Future lease payments under non-cancelable operating lease were as follows:

					111000000111	ab 01 0 lb l
	Millions of yen			dollars		
	20	04	20	03	20	04
Due within one year	¥	34	¥	70	\$	322
Due after one year		78		126		738
Total	¥	113	¥	196	\$	1,069

#### 9. Financial Instruments

The Company and certain consolidated subsidiaries enter into forward foreign exchange contracts. These contracts are designed to hedge certain exposures to foreign exchange rate fluctuations on monetary assets and liabilities denominated in foreign currencies and manage stabilization of income. The Company and certain consolidated subsidiaries do not hold or issue any financial instruments for trading or speculative purpose.

The Company and its consolidated subsidiaries' management believe that there is no risk on foreign exchange fluctuation for forward foreign exchange contracts.

#### 10. Shareholders' Equity

The Japanese Commercial Code provides that at least 50% of the issue price of new shares designated as stated capital. The portion which is to be designated as stated capital is determined by resolution of the Board of Directors. Proceeds in excess of the amounts designated as stated capital are credited to additional paid-in capital.

Under the Japanese Commercial Code, an amount equal to at least 10% of cash dividends and other appropriations of retained earnings paid out with respect to each financial period is set aside in a legal reserve until the total amount of additional paid in capital and earned reserve (collectively, "legal reserves") equals 25% of stated capital. Legal reserves may be transferred to stated capital by a resolution of the board of directors or used to reduce a deficit with the approval of a shareholders' meeting. In addition, legal reserves may be available for dividends to the extent that legal reserves do not fall below 25% of stated capital, and the Company is allowed to repurchase its own shares to the extent that the aggregate cost of treasury shares does not exceed the maximum amount available for dividends.

The legal reserve of the Company and its consolidated subsidiaries are included in the retained earnings and are not shown separately in the accompanying consolidated balance sheets.

#### 11. Unrealized Holding Gains or Losses on Securities

Unrealized holding gains or losses on securities in shareholders' equity are analyzed as follows:

				Hiousai	ius of U.S.
	Million	s of yen		dc	llars
	2004	200	)3	2	004
Market value in excess of cost	¥ 1,734	¥	23	\$	16,406
Deferred tax liabilities	(704)		(9)		(6,661)
Unrealized holding gains on securities, net of tax	¥ 1,030	¥	14	\$	9,745

#### 12. Selling, General and Administrative Expenses

Selling, general and administrative expenses in the accompanying consolidated statements of income mainly consisted of the following:

			Thousands of U.S.
	Millions	s of yen	dollars
	2004	2003	2004
Employees' salaries and bonuses	¥ 10,692	¥ 10,013	\$ 101,164
Rent	3,281	3,434	31,044

#### 13. Research and Development

Research and development expenditures charged to administrative expense and manufacturing cost for the years ended March 31, 2004 and 2003 were ¥11,862 million (\$112,234 thousand) and ¥10,111 million, respectively.

#### 14. Impairment losses on land

In the year ended March 31,2004, the Company and its subsidiaries adopted early the new accounting standard for impairment of fixed assets early, as described in Note 2(f).

The detail of impairment losses on land charged to income for the year ended March 31, 2004 was as follows.

				Thousan	ds of U.S.
Description	Location	Millions	of yen	dol	lars
Land	Yumesaki-cho, Shikama-gun, Hyogo Pref.	¥	422	\$	3,993

#### 15. Income Taxes

The Company and its domestic subsidiaries are subject to several taxes based on income, which result in statutory tax rate of approximately 42.0% in the aggregate. Foreign subsidiaries are subject to income taxes of the countries in which they operate.

The effective tax rates for the years ended March 31, 2004 and 2003 differed from the statutory tax rate as follows:

	2004	2003
Statutory tax rate	42.0%	42.0%
Expenses not deductible for income tax purposes, such as entertainment expense	1.3	1.5
Revenue not additive for income tax purposes, such as dividend received	(0.1)	(0.3)
Inhabitant tax levied per capital	0.2	0.4
Tax credit related to research expenses	(4.1)	-
Decrease in deferred tax assets for change in tax rates	0.4	1.2
Other	0.1	(0.5)
Effective tax rate	39.8%	44.3%

The components of the Company and its subsidiaries' deferred tax assets and liabilities as of March 31, 2004 and 2003 were as follows:

	Millions	s of yen	Thousands of U.S. dollars
Deferred tax assets:	2004	2004	
Accrued severance indemnities	¥ 3,165	¥ 2,620	\$ 29,946
Loss on write-down of investments in securities	703	1,371	6,651
Accrued bonuses	3,315	1,127	31,365
Enterprise tax	1,208	268	11,430
Unrealized profit eliminated	778	689	7,361
Impairment loss on deposits for golf club membership	377	439	3,567
Research and development expenditures	652	850	6,169
Other	764	317	7,229
Total gross deferred tax assets	10,966	7,684	103,756
Deferred tax liabilities:			
Unrealized holding gains on securities	(704)	-	(6,661)
Reserve for special depreciation	(152)	(187)	(1,438)
Total gross deferred tax liabilities	(856)	(187)	(8,099)
Net deferred tax assets	¥ 10,110	¥ 7,496	\$ 95,657

#### 16. Segment Information

The Company and its consolidated subsidiaries have divided its operations into three reportable business segments: "Money handling machines and cash management system", "Vending machines and automatic service equipment", and "Other goods and Products", based on similarities in function of finished goods and merchandise.

The reporting segments follow the same accounting policies used for the Company's consolidated financial statements and described in summary of significant accounting policies.

All operating expenses are allocated to each business segment. Major components of the assets shown as "Corporate" are the Company and its consolidated subsidiaries' surplus funds included in cash and cash equivalents, long-term investment funds included in investments in securities, and assets in administrative department.

#### **Business Segments**

Business Segments			m i	1 (110
	Millions	of ven	Thousands of U dollars	
Net sales:	2004	2003		004
Money handling machines and cash management systems:				
Customers	¥ 105,094	¥ 60,476	\$	994,361
Inter segment				
Total	105,094	60,476		994,361
Vending machines and automatic service equipment:	#2 #44	40.122		=00 CC
Customers	53,761	40,123		508,667
Inter segment	53,761	40,123		508,667
Total Other goods and products:	33,701	40,123		300,007
Customers	17,909	16,687		169,448
Inter segment	6,957	5,166		65,825
Total	24,867	21,854		235,282
Elimination	(6,957)	(5,166)		(65,825)
Consolidated total	¥ 176,765	¥ 117,287	\$ 1	,672,486
Operating expenses:				
Money handling machines and cash management systems:	¥ 83,119	¥ 56,175	\$	786,441
Vending machines and automatic service equipment	47,855	37,167		452,786
Other goods and products	21,840	20,479		206,642
Elimination or corporate	(6,966) V 145 949	(5,176)		(65,910)
Consolidated total	¥ 145,848	108,645	<u> </u>	,379,960
Operating profit:				
Money handling machines and cash management systems:	¥ 21,975	¥ 4,301	\$	207,919
Vending machines and automatic service equipment	5,905	2,955	Ψ	55,871
Other goods and products	3,026	1,374		28,631
Elimination or corporate	9	9		85
Consolidated total	¥ 30,916	¥ 8,641	\$	292,516
Assets:	V 02.025	W 56,000	ф	==< 000
Money handling machines and cash management systems:	¥ 82,025	¥ 56,989	\$	776,090
Vending machines and automatic service equipment	44,513	34,268		421,166
Other goods and products Elimination	19,036 (5,921)	13,825 (1,165)		180,112 (56,022)
Corporate	74,190	60,158		701,959
Consolidated total	¥ 213,844	¥ 164,077	\$ 2	,023,313
				, , , , , , , , , , , , , , , , , , , ,
Depreciation and amortization:				
Money handling machines and cash management systems:	¥ 3,375	¥ 3,088	\$	31,933
Vending machines and automatic service equipment	1,418	1,425		13,417
Other goods and products	335	351		3,170
Consolidated total	¥ 5,129	¥ 4,864		48,529
T				
Impairment losses on fixed assets: Corporate	¥ 422	¥ -	¢	3,993
Consolidated total	¥ 422	¥ -	<u> </u>	3,993
Consolidated total	<u> </u>		Ψ	3,773
Capital expenditure for segment assets:				
Money handling machines and cash management systems:	¥ 3,715	¥ 3,219	\$	35,150
Vending machines and automatic service equipment	1,567	1,383		14,826
Other goods and products	390_	368		3,690
Consolidated total	¥ 5,674	¥ 4,971	\$	53,685

There is no major geographic area other than Japan, in which net sales and assets are material. Ratio of sales to foreign customers for consolidated sales is also immaterial.

#### 17. Subsequent Event

The following appropriation of the Company's retained earnings in respect of the year ended March 31, 2004 was proposed by the Board of Directors and approved by the shareholders at the annual general meeting held on June 29, 2004:

		Thousands of U.S.
Appropriations	Millions of yen	dollars
Cash dividends (¥12 per share)	¥ 1,038	\$ 9,821
Bonuses to directors and corporate auditors	98	927
Transfer to general reserve	10,000	94,616
Total appropriations	¥ 11,136	\$ 105,364

REPORT OF INDEPENDENT ACCOUNTANTS

**Report of Independent Auditors** 

To the Board of Directors and Shareholders of GLORY LTD.

We have audited the accompanying consolidated balance sheets of GLORY LTD. and its subsidiaries as of March 31, 2004 and 2003, and the related consolidated statements of income, shareholders' equity, and cash flows for the years then ended, all expressed in Japanese Yen. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in Japan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of GLORY LTD. and its subsidiaries as of March 31, 2004 and 2003, and the consolidated results of their operations and their cash flows for the years then ended in conformity with accounting principles generally accepted in Japan.

As described in Note 2(f), effective for the year ended March 31, 2004, GLORY LTD. and its subsidiaries adopted the accounting standard for impairment of fixed assets.

The amounts expressed in U.S. dollars, which are provided solely for the convenience of the reader, have been translated on the basis set forth in Note 1 to the accompanying consolidated financial statements.

ChuoAoyama PricewaterhouseCoopers

Chuadayana Ricematerhouse Coopers

Osaka, Japan June 29, 2004

## **STOCK INFORMATION**

As of March 31, 2004

#### **Common Stock**

Number of Shares Authorized : 128,664,000
Number of Shares Issued : 74,236,210
Unit for Trading : 100
Number of Shareholders : 20,284
Stock Exchange Listings : Tokyo, Osaka
Ticker Symbol Number : 6457

Japan Trustee Services Bank, Ltd. (Trusty Account)

The Master Trust Bank of Japan, Ltd. (Trusty Account)

(Note) Our company made stock split-ups at the ratio of two stocks to one common stock as of March 19, 2004. Therefore the number of shares increased by 37,118,105 compared with the previous term.

#### **Major Shareholders**

Nippon Life Insurance Company

Tatsuta Boseki Kaisha, Limited

Thousands of shares	Proportion
4,568	6.2 %
4,103	5.5
3,178	4.3
2,939	4.0
0.550	0.4

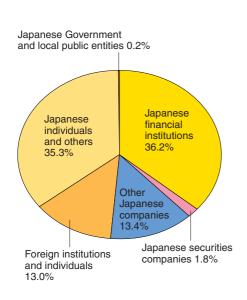
Investment to the Company

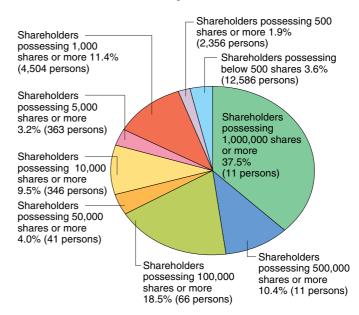
Sumitomo Mitsui Banking Corporation 2.552 3.4 The Chase Manhattan Bank, N.A. London 2,250 3.0 Once International Limited 2.7 2.018 Winning Limited 1,818 2.5 The Dai-ichi Mutual Life Insurance Company 1,715 2.3 GLORY Group Employees' Stock Ownership Association 2.2 1,603

(Note) Number of shares less than thousands of shares are omitted.

#### **Distribution by Ownership of Shares**

#### **Distribution by Number of Shares**





## **CONSOLIDATED SUBSIDIARIES**

As of March 31, 2004

#### Japan

GLORY SHOJI CO., LTD. Osaka GLORY KIKI CO., LTD. Hyogo HOKKAIDO GLORY CO., LTD. Hokkaido GLORY SERVICE CO., LTD. Osaka GLORY LINCS CO., LTD. Tokyo GLORY TECHNO 24 CO., LTD. Osaka GLORY IST CO., LTD. Osaka KASAI GLORY LTD. Hyogo SAYO GLORY LTD. Hyogo GLORY TEC LTD. Hyogo

**Overseas** 

Glory (U.S.A.) Inc. : New Jersey, U.S.A.
Glory GmbH : Düsseldorf, Germany

GLORY MONEY HANDLING MACHINES PTE LTD : Singapore

## **DIRECTORS AND CORPORATE AUDITORS**

As of June 29, 2004

\*Chairman Hisao Onoe \*President Hideto Nishino Executive Vice President and Director Katsuhiko Onoe Senior Executive Director Masatoshi Murakami Senior Executive Director Masatoshi Ushio **Executive Director** Kunihiro Ogami **Executive Director** Norishige Matsuoka **Executive Director** Yuichi Funabiki **Executive Director** Hirokazu Onoe Hideaki Matsushita Director Director Tomoaki Ishido Director Koichi Ohta Director Osamu Tanaka Director Tetsu Yoshioka Director Yoshio Onoe Shinya Tatsuta Director Standing Corporate Auditor Toru Ariyoshi Terumi Urakawa Standing Corporate Auditor Akio Ueba Corporate Auditor

Corporate Auditor : Kazuhiko Yasuhira

(Note) \* indicates that the individual is a Representative Director.



