# **FINANCIAL SECTION CONTENTS ELEVEN-YEAR CONSOLIDATED FINANCIAL SUMMARY** 38 MANAGEMENT'S DISCUSSION AND ANALYSIS 42 CONSOLIDATED FINANCIAL STATEMENTS 42 CONSOLIDATED BALANCE SHEET 44 CONSOLIDATED STATEMENT OF INCOME 45 CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME 46 CONSOLIDATED STATEMENT OF CHANGES IN EQUITY 47 CONSOLIDATED STATEMENT OF CASH FLOWS NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS 72 INDEPENDENT AUDITOR'S REPORT

# **ELEVEN-YEAR CONSOLIDATED FINANCIAL SUMMARY**

GLORY LTD. and consolidated subsidiaries Years ended March 31

			Millions of Yen		
	_	2006	2007	2008	
Summary of income	Net sales	¥ 141,231	¥ 164,540	¥ 185,181	
(for the year):	Cost of sales	94,209	108,628	118,946 *5	
	Selling, general and administrative expenses	41,568	42,952	45,288	
	Operating income	5,453	12,961	20,947 *5	
	Net income attributable to owners of the parent	740	6,461	11,711	
	Capital expenditure	4,793	6,035	7,279	
	R&D expenses	9,474	9,329	9,616	
	Depreciation and amortization	6,889	6,337	6,570	
Financial position	Total assets	206,361	216,988	209,237	
(at year-end):	Total shareholders' equity	146,134	_	_	
	Total equity *1	_	150,842	151,735	
	Interest-bearing debt *2	19,083	13,190	12,914	
Per share data	Net income *3	¥ 9.14	¥ 87.15	¥ 160.70	
(yen):	Equity	1,970.11	2,025.39	2,110.69	
	Dividend (annual)	22.00	30.00	40.00	
Financial indicators	Return on equity (ROE)	0.5	4.4	7.8	
(%):	Equity ratio	70.8	69.2	72.3	
Others:	Number of shares outstanding (thousands)	74,236	74,236	72,838	
	Number of employees *4	5,200	5,290	5,346	

<sup>\*1</sup> The data previously presented as "Total shareholders' equity" are shown as "Total equity" based on the new accounting standard implemented from the year ended March 2007.

<sup>\*2</sup> Under new accounting standard for lease transactions effective from the year ended March 2009, interest-bearing debt includes finance lease obligations.

<sup>\*3</sup> Net income per share of common stock is based on the weighted average number of shares outstanding in each year.

<sup>\*4</sup> The number of employees is shown on a consolidated basis.

<sup>\*5</sup> For easy comparison, the figure for 2008 has been adjusted to reflect a change in the accounting standard for measurement of inventories, effective from April 1, 2008.

			Yen	Millions of			
2016	2015 *8	2014	2013	2012	2011	2010	2009
¥ 226,952	¥ 222,356	¥ 218,632	¥ 190,939 *7	¥ 146,938	¥ 138,965	¥ 135,105	¥ 145,979
137,357	134,758	131,512	117,267	92,673	86,758	87,074	94,115
69,043	68,905	70,401	59,214	42,990	41,698 *6	40,346	42,437
20,552	18,693	16,719	14,458 * <sup>7</sup>	11,275	10,509 *6	7,685	9,427
8,829	12,887	9,939	6,873	6,247	6,229	5,109	5,782
8,882	8,500	7,235	8,218	6,709	6,414	6,714	10,638
12,591	12,869	13,175	12,092	9,935	8,999	8,776	9,204
10,328	10,350	9,281	8,897	6,842	6,717	8,145	7,621
321,673	346,614	340,943	319,078 *7	205,245	198,020	194,983	196,798
_	_	_	_	_	_	_	_
198,287	204,545	190,805	168,465	153,334	149,782	145,345	147,176
51,556	64,983	75,688	86,298 *7	13,530	13,309	14,038	14,110
¥ 134.38	¥ 196.19	¥ 151.31	¥ 104.64	¥ 95.09	¥ 94.83	¥ 76.00	¥ 82.15
2,966.22	3,066.53	2,865.09	2,537.23	2,312.33	2,260.47	2,212.63	2,155.17
56.00	54.00	49.00	44.00	42.00	37.00	33.00	30.00
4.5	6.6	5.6	4.3	4.2	4.2	3.5	3.9
60.6	58.1	55.2	52.2	74.0	75.0	74.5	74.8
68,638	68,638	68,638	68,638	68,638	68,638	69,838	69,838
8,177	7,802	7,833	7,903	6,149	6,046	5,848	5,510

<sup>\*6</sup> For easy comparison, operating income and selling, general and administrative expenses for the year ended March 2011 has been adjusted to reflect changes in accounting standards applicable to the year ended March 2012.

<sup>\*7</sup> Major portion of increase compared to the year ended March 2012 is due to acquisition of Talaris Topco Limited in 2012.

<sup>\*8</sup> Prior to April 1, 2015, the revenue and expenses of foreign subsidiaries are translated into Japanese yen using the current exchange rate on the date of closing of the relevant foreign subsidiary.

Effective April 1, 2015, the Company changed its method to a method of translating the foreign subsidiaries revenue and expenses into Japanese yen to the method of using the average foreign exchange rate for the fiscal year.

This accounting policy change was applied retrospectively and the financial figures for the year ended March 2015, were restated.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

GLORY LTD. and consolidated subsidiaries Year ended March 31, 2016

# **ECONOMIC OVERVIEW**

During the fiscal year ended March 31, 2016, the Japanese economy maintained its gradual recovery with momentum driven by firm personal consumption as well as improvements in corporate earnings and the employment situation. The outlook of the global economy, on the other hand, was uncertain overall; while the United States maintained a growth trend and Europe continued to move toward recovery at a moderate but steady pace, in Asia, China's economy remained slowing down and the sharp yen appreciation continued from the beginning of 2016.

# **BUSINESS OVERVIEW**

#### Net Sales

Net sales for the fiscal year under review totaled ¥226,952 million, up by 2.1% from the previous fiscal year. Total net sales consisted of ¥161,339 million in net sales of finished products and merchandise, which increased by 1.4% year on year, and ¥65,614 million in sales of maintenance services, which rose by 3.8%. (Sales by reportable segment is described in the "Overview by Reportable Segment" section.)

## Cost of Sales

Cost of sales increased by 1.9% to ¥137,357 million, reflecting the increase in net sales. The cost of sales ratio dropped slightly to 60.5%, down by 0.1 percentage point.

# Selling, General and Administrative Expenses

Selling, general and administrative ("SG&A") expenses increased by 0.2% from the previous fiscal year to ¥69,043 million. On the other hand, the ratio of SG&A expenses to net sales declined by 0.6 percentage points to 30.4%.

# Operating Income

Operating income for the fiscal year under review amounted to ¥20,552 million, up by 9.9% year on year. The operating margin also rose by 0.7 percentage points to 9.1%. (Operating income by reportable segment is described in the "Overview by Reportable Segment" section.)

# Other Income (Expenses)

Net other income (expenses) resulted in net expenses of ¥2,786 million, reversing previous fiscal year's net income of ¥3,483 million. Although there were certain income items recorded, such as a ¥283 million gain on sales of investment securities and ¥319 million in subsidy income, loss items outweighed the positive effects. These items included ¥3,395 million net foreign currency exchange loss, which reversed the ¥2,710 million net foreign currency exchange gain recorded in the previous fiscal year.

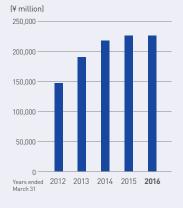
## Income before Income Taxes

Income before income taxes amounted to ¥17,766 million, down by 19.9% from the previous fiscal year.

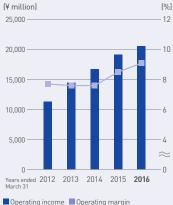
## Income Taxes

Income taxes declined from ¥8,341 million in the previous fiscal year to ¥7,670 million. The actual effective tax rate after application of tax effect accounting rose contrarily from 37.6% to 43.2%.

# **Net Sales**

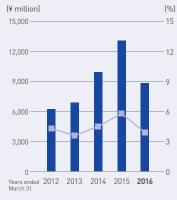


# Operating Income/ **Operating Margin**



## Operating income Operating margin

# Net Income Attributable to Owners of The Parent/Net Income Margin



■ Net income attributable to owners of the parent
■ Net income margin

## Net Income Attributable to Owners Of The Parent

Although the amount of income taxes decreased, net income attributable to owners of the parent declined by 31.5% from the previous fiscal year to ¥8,829 million.

#### Comprehensive Income

Net income for the fiscal year under review stood at ¥10,096 million. However, total other comprehensive income amounted to negative ¥13,608 million, mainly due to a foreign currency translation adjustment of negative ¥7,678 million and defined benefit plans of negative ¥5,102 million. As a result, comprehensive income for the fiscal year ended March 31, 2016 was negative ¥3,512 million.

# **OVERVIEW BY REPORTABLE SEGMENT**

## Financial Market

Net sales of this segment rose by 6.7% year on year to  $\pm 51,339$  million. Operating income also increase by 22.5% to  $\pm 6,741$  million.

Sales of "open teller systems", the mainstay products in this segment, were strong for compact models for small- and medium-sized financial outlets. Sales of "key management systems" were also robust, driven by replacement demand.

# Retail and Transportation Market

Net sales of this segment increased by 29.2% year on year to 48.616 million. Operating income rose by 48.4% to 48.657 million.

Sales of "coin and banknote recyclers" for cashiers, the mainstay products in this segment, were

strong. Moreover, capturing replacement demand, sales of "sales proceeds deposit machines" for the retail market and the cash-in-transit market were robust.

## **Amusement Market**

Net sales of this segment declined by 15.4% year on year to 21,506 million. Operating income dropped by 4.8% to 1.112 million.

Sales of this segment's main products such as "card systems" were sluggish, mainly reflecting the constraint toward capital expenditure in pachinko parlors (amusement halls).

#### Overseas Market

Net sales in this segment increased by 1.3% year on year to  $\pm$ 105,596 million. Operating income rose by 14.5% to  $\pm$ 9,225 million, due to improvements in the product mix, as well as cost reduction efforts.

Although sales of "banknote sorters" were slow in Europe and Asia, sales of this segment's main product, "banknote recyclers", were strong in the Americas and Europe. In Europe, demand for "sales proceeds deposit machines" for the retail market was also robust. Sales for the overseas market as a whole were maintained at the level of the previous fiscal year.

## "Others" Segment

Aggregate net sales of the "Others" segment, the businesses of which are not reported as independent reportable segments, were ¥9,895 million, down 32.6% year on year. Operating loss of the segment was ¥183 million, compared to operating income of ¥210 million

# Change Factors of Net Sales



recorded in the previous fiscal year.

# **FINANCIAL POSITION**

# Assets

Total assets as of March 31, 2016 stood at ¥321,673 million, a ¥24,942 million decrease from the previous fiscal year-end. This decrease is mainly due to a ¥10,994 million decline in goodwill, reflecting the amortization of goodwill incurred from the acquisition of Talaris Topco Limited ("Talaris").

## Liabilities

Total liabilities as of March 31, 2016 decreased by ¥18,684 million from the previous fiscal year-end to ¥123,386 million. This decreased reflected ¥2,642 million and ¥10,207 million decreases in short-term borrowings and long-term debt, respectively, both resulting mainly from the repayment of bank loans for the acquisition of Talaris.

## Equity

Total equity as of March 31, 2016 amounted to ¥198,288 million, a ¥6,258 million decline from the previous fiscal year-end. This decline is attributable mainly to the decrease in foreign currency translation adjustments, which offset the increase in retained earnings.

# **CASH FLOWS**

Cash and cash equivalents as of March 31, 2016 increased by  $\pm$ 2,911 million from the previous fiscal year-end to  $\pm$ 67,133 million.

Net cash provided by operating activities for the fiscal year under review was ¥28,142 million, compared to

the ¥21,107 million cash provided in the previous fiscal year. The major cash-decreasing factors were a ¥2,429 million increase in inventories, and ¥7,819 million income taxes paid. The cash-increasing factors, on the other hand, included ¥17,767 million income before income taxes, ¥10,328 million depreciation and amortization, ¥5,054 million amortization of goodwill, ¥3,523 million increase in liability for retirement benefits, and ¥3,511 million decrease in trade notes and accounts receivable.

Net cash used in investing activities was ¥7,715 million, compared to ¥3,425 million cash used in the previous fiscal year. The major cash-flow items included ¥3,408 million proceeds from sales and redemption of investment securities, which was offset by ¥8,410 million purchases of property, plant and equipment. The purchases of property, plant and equipment consisted mainly of the reconstruction of the Company's factories, and molds tools and other equipment used to manufacture products.

Net cash used in financing activities was ¥16,845 million, compared to ¥15,749 million cash used in the previous fiscal year. The cash-outflow items were a ¥2,500 million net decrease in short-term borrowings, ¥9,987 million repayments of long-term debt, ¥3,750 million dividends paid, ¥606 million dividends paid for non-controlling interests.

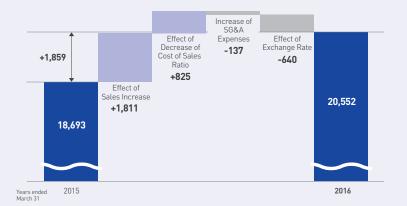
As a result of the above, free cash flows (the sum of cash flows from operating and investing activities) amounted to ¥20.428 million.

# RISK INFORMATION

The GLORY Group ("the Group") is exposed to various

# **Change Factors of Operating Income**

(¥ million)



risks that have the potential to affect its operating results and financial condition, including variable factors and other matters considered to be material. These risks and additional factors are presented below.

The forward-looking statements made below are based on judgments made by the Group as of March 31, 2014.

# (1) Extraordinary Fluctuations in the Group's Operating Results and Financial Condition Due to Special Factors Influencing the Market Environment

The Group is subject to business authorizations, import and export regulations as well as various laws and regulations in the countries and regions where the Group operates. Should these laws and regulations be revised or repealed, or if new public regulations were to be established, or if any other special factors influencing the market environment were to arise, the performance of the Group may be adversely affected.

# (2) High Level of Reliance on a Specific Industry Sector

The composition of the Group's sales is highly dependent on the financial market. Should it become necessary for financial institutions to cut their capital investments due to major operational or financial problems, the performance of the Group may be adversely affected.

## (3) R&D Investment

The Group is an R&D-based enterprise and continues to invest in R&D aggressively. However, the development of new products always involves certain risks. Depending on the R&D themes, the development period could be longer, and the costs higher, than initially

planned. If such circumstances were to occur, the performance of the Group may be adversely affected.

# (4) Intellectual Property Rights

The Group is not aware of any infringements by its products on material intellectual property rights of third parties. However, it is difficult for an R&D-based corporate group like the Group to completely avoid the occurrence of intellectual property infringement issues. If such circumstances were to occur, the performance of the Group may be adversely affected.

# (5) Overseas Business Conditions

The Group's overseas business activities are wideranging, including sales and maintenance of products, and overseas production and procurement. Should a rapid change occur in the political and/or economic situation in countries or regions where the Group operates, or if foreign exchange markets were to fluctuate beyond the anticipated scope, the performance of the Group may be adversely affected. In addition, the acquisition of Talaris in July 2012 still retains the possibility that the Company would not achieve the results and effects expected from this acquisition, and that it would take more time than expected to achieve them. Such factors may adversely affect the Group's business and performance.

# **Cash Flows**



\*Free cash flows: Total of net cash flows provided by [used in] operating activities, and net cash flows provided by [used in] investing activities.

# **CONSOLIDATED FINANCIAL STATEMENTS**

# CONSOLIDATED BALANCE SHEET

GLORY LTD. and Consolidated Subsidiaries March 31, 2016

	Million Yen		Thousands of U.S. Dollars (Note 1)
ASSETS	2016	2015	2010
CURRENT ASSETS:			
Cash and cash equivalents (Note 14)	¥ 67,133	¥ 64,223	\$ 596,102
Short-term investments (Notes 4 and 14)	1,420	2,555	12,609
Receivables (Note 14):			
Trade notes	3,683	5,370	32,70
Trade accounts	46,212	49,327	410,33
Unconsolidated subsidiaries and associated company	876	2,062	7,77
Other	439	366	3,89
Investments in leases (Notes 13 and 14)	2,917	2,719	25,90
Inventories (Note 5)	43,371	41,631	385,10
Deferred tax assets (Note 10)	4,529	5,006	40,21
Other current assets	1,907	1,959	16,93
Allowance for doubtful accounts	(675)	(563)	(5,99
Total current assets	171,812	174,655	1,525,59
PROPERTY, PLANT AND EQUIPMENT:			
Land	11,955	11,917	106,15
Buildings and structures	34,199	31,328	303,66
Machinery and equipment	12,396	11,576	110,06
Furniture and fixtures	58,053	57,914	515,47
Construction in progress	59	1,614	52
Total	116,662	114,349	1,035,89
Accumulated depreciation	(80,829)	(78,840)	(717,71
Net property, plant and equipment	35,833	35,509	318,17
INVESTMENTS AND OTHER ASSETS:			
Investment securities (Notes 4 and 14)	7,654	9,776	67,96
Investments in unconsolidated subsidiaries and		,	
associated company (Note 14)	1,112	1,276	9,87
Software	3,938	3,535	34,96
Goodwill	63,797	74,790	566,48
Customer relationships	27,344	31,935	242,79
Deferred tax assets (Note 10)	4,335	4,054	38,50
Prepaid retirement benefits (Note 7)		3,899	
Other investments and other assets	5,907	7,215	52,44
Allowance for doubtful accounts	(59)	(30)	(52
Total investments and other assets	114,028	136,450	1,012,50
TOTAL	¥321,673	¥346,614	\$2,856,26

	Million Yer		Thousands of U.S. Dollars (Note 1)
LIABILITIES AND EQUITY	2016	2015	2016
CURRENT LIABILITIES:			
Short-term borrowings (Notes 6 and 14)	¥ 16,886	¥ 19,528	\$ 149,938
Current portion of long-term debt (Notes 6 and 14)	9,424	9,918	83,680
Current portion of long-term lease obligations (Notes 6, 13 and 14)	950	930	8,435
Payables (Note 14):			,
Trade notes	1,169	2.066	10,380
Trade accounts	17,346	18,281	154,022
Unconsolidated subsidiaries and associated company	1,148	1,800	10,194
Other	3,428	6,389	30,439
Income taxes payable (Note 14)	2,230	3,797	19,801
Accrued expenses	16,090	15,654	142,870
Deferred income	9,917	9,511	88,057
Provision for stock grant to directors and executive officers (Note 8)	68	7,0	604
Other current liabilities	2,964	3,500	26,318
Total current liabilities	81,620	91,374	724,738
- Total Carl City (assumes	01,020	71,074	724,700
LONG-TERM LIABILITIES:			
Long-term debt (Notes 6 and 14)	22,629	32,835	200,932
Liability for retirement benefits (Note 7)	6,608	3,323	58,675
Long-term lease obligations (Notes 6 and 14)	1,667	1,771	14,802
Deferred tax liabilities (Note 10)	8,444	10,496	74,978
Provision for stock grant to directors and executive officers (Note 8)	68		604
Other long-term liabilities	2,350	2,270	20,867
Total long-term liabilities	41,766	50,695	370,858
CONTINGENT LIABILITIES (Note 16)			
EQUITY (Notes 9 and 18):			
Common stock,			
Authorized: 150,000,000 shares;	12,893	12,893	114,482
Issued: 68,638,210 shares in 2016 and 2015	20,952	20,630	10/ 0/2
Capital surplus	•	145,166	186,042
Retained earnings	151,654	145,100	1,346,599
Treasury stock—at cost (Note 8) 2,749,737 shares in 2016 and 2,951,231 shares in 2015	(6,142)	(5,818)	(54,537)
Accumulated other comprehensive income:			
Net unrealized gain on available-for-sale securities	236	1,064	2,096
Foreign currency translation adjustments	17,820	24,963	158,231
Defined retirement benefit plans	(2,572)	2,533	(22,838)
Total	194,841	201,431	1,730,075
Noncontrolling interests	3,446	3,114	30,598
Total equity	198,287	204,545	1,760,673

# CONSOLIDATED STATEMENT OF INCOME

GLORY LTD. and consolidated subsidiaries Year ended March 31, 2016

	Million: Yen		U.	ousands of S. Dollars (Note 1)
	2016	2015		2016
NET SALES	¥226,952	¥222,356	\$2	,015,202
COST OF SALES (Note 12)	137,357	134,758	1	,219,651
Gross profit	89,595	87,598		795,551
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES (Notes 11 and 12)	69,043	68,905		613,061
Operating income	20,552	18,693		182,490
OTHER INCOME (EXPENSES):				
Interest and dividend income	456	757		4,049
Interest expense	(661)	(835)		(5,869)
Foreign currency exchange (loss) gain—net	(3,395)	2,710		(30,146
Loss on impairment of long-lived assets		(75)		
Other—net	814	926		7,228
Other income (expenses)—net	(2,786)	3,483		(24,738
INCOME BEFORE INCOME TAXES	17,766	22,176		157,752
INCOME TAXES (Note 10):				
Current	(6,439)	(7,945)		(57,174
Deferred	(1,231)	(396)		(10,931
Total income taxes	(7,670)	(8,341)		(68,105
NET INCOME	10,096	13,835		89,647
NET INCOME ATTRIBUTABLE TO NONCONTROLLING INTERESTS	(1,267)	(948)		(11,251
NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT	¥ 8,829	¥ 12,887	\$	78,396
	Yen		- 11	S. Dollars
PER SHARE OF COMMON STOCK (Note 2.u):	1611			5. 50ttai 5
Basic net income	¥ 134.38	¥ 196.19	\$	1.19
Cash dividends applicable to the year	56.00	54.00	Ψ	0.50

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

GLORY LTD. and consolidated subsidiaries Year ended March 31, 2016

	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2016	2015	2016
NET INCOME	¥ 10,096	¥13,835	\$ 89,647
OTHER COMPREHENSIVE (LOSS) INCOME (Note 17):			
Unrealized (loss) gain on available-for-sale securities	(828)	666	(7,352)
Foreign currency translation adjustments	(7,678)	1,619	(68,176)
Defined retirement benefit plan(s)	(5,102)	2,633	(45,303)
Total other comprehensive (loss) income	(13,608)	4,918	(120,831)
COMPREHENSIVE (LOSS) INCOME	¥ (3,512)	¥18,753	\$ (31,184)
TOTAL COMPREHENSIVE (LOSS) INCOME ATTRIBUTABLE TO:			
Owners of the parent	¥ (4,451)	¥17,762	\$ (39,522)
Noncontrolling interests	939	991	8,338

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

GLORY LTD. and consolidated subsidiaries Year ended March 31, 2016

	Thousands	of Shares					М	illions of Yen				
								Accumulated Other				
	Common Stock	Treasury Stock	Common Stock	Capital Surplus	Retained Earnings	Treasury Stock	Unrealized Gain (Loss) or Available-for Sale Securities	Foreign Currency Translation	Defined Retirement Benefit Plans	Total	Noncon- trolling Interests	Total Equity
BALANCE, APRIL 1, 2014 (as previously reported)	68,638	(2,951)	¥12,893	¥20,630	¥137,039	¥(5,817)	¥ 398	¥23,157	¥ (100)	¥188,200	¥2,605	¥190,805
Cumulative effect of accounting change (Note 3)					(1,410)			(68)		[1,478]		(1,478)
BALANCE, APRIL 1, 2014 (as restated)	68,638	(2,951)	12,893	20,630	135,629	(5,817)	398	23,089	(100)	186,722	2,605	189,327
Net income attributable to owners of the parent					12,887					12,887		12,887
Cash dividends, ¥51 per share					(3,350)					(3,350)	[482]	(3,832)
Purchase of treasury stock		(0)				(1)				[1]		(1)
Net change in the year							666	1,874	2,633	5,173	991	6,164
BALANCE, MARCH 31, 2015	68,638	(2,951)	12,893	20,630	145,166	(5,818)	1,064	24,963	2,533	201,431	3,114	204,545
Net income attributable to owners of the parent					8,829					8,829		8,829
Cash dividends, ¥57 per share					(3,750)					(3,750)	(605)	(4,355)
Purchase of treasury stock		(0)				(722)				[722]		(722)
Disposal of treasury stock		202		322		398				720		720
Change of scope of consolidation (Note 2.a)					1,409			206	[3]	1,612		1,612
Net change in the year							(828	(7,349)	(5,102)	(13,279)	937	(12,342)
BALANCE, MARCH 31, 2016	68,638	(2,749)	¥12,893	¥20,952	¥151,654	¥(6,142)	¥ 236	¥17,820	¥(2,572)	¥194,841	¥3,446	¥198,287

					Thousands of U	J.S. Dollars (No	ote 1)			
						cumulated 0th prehensive Inco				
	Common Stock	Capital Surplus	Retained Earnings	Treasury Stock		Foreign Currency Translation Adjustments	Defined Retirement Benefit Plans	Total	Noncon- trolling Interests	Total Equity
BALANCE, APRIL 1, 2015	\$114,482	\$183,182	\$1,288,990	\$ (51,660)	\$9,448	\$221,657	\$ 22,492	\$1,788,591	\$27,650	\$1,816,241
Net income attributable to owners of the parent			78,396					78,396		78,396
Cash dividends, \$0.51 per share			(33,298)					(33,298)	(5,372)	(38,670)
Purchase of treasury stock				[6,411]				(6,411)		(6,411)
Disposal of treasury stock		2,860		3,534				6,394		6,394
Change of scope of consolidation (Note 2.a)			12,511			1,829	(27)	14,313		14,313
Net change in the year					(7,352)	(65,255)	(45,303)	(117,910)	8,320	(109,590)
BALANCE, MARCH 31, 2016	\$114,482	\$186,042	\$1,346,599	\$ (54,537)	\$2,096	\$158,231	\$(22,838)	\$1,730,075	\$30,598	\$1,760,673

# CONSOLIDATED STATEMENT OF CASH FLOWS

GLORY LTD. and consolidated subsidiaries Year ended March 31, 2016

	Millions of Yen		Thousands of U.S. Dollars (Note 1)
-	2016	2015	2016
OPERATING ACTIVITIES:			
Income before income taxes	¥ 17,767	¥ 22,177	\$157,761
Adjustments for:			
Income taxes—paid	(7,819)	(7,997)	(69,428)
Depreciation and amortization	10,328	10,350	91,707
Amortization of goodwill	5,054	4,938	44,877
Loss on impairment of long-lived assets		75	
Provision for doubtful receivables	159	(51)	1,412
Net gain on sales of investment securities	(283)	(0)	(2,513)
Changes in assets and liabilities, net of affects			
from newly consolidated subsidiaries:  Decrease (increase) in trade notes and accounts receivable	2 511	(E 200)	21 17/
(Increase) decrease in inventories	3,511 (2,429)	(5,308) 541	31,176 (21,568)
Decrease (increase) in interest and dividend receivable	(2,429)	(1)	(21,366) 62
Decrease in notes, accounts and other payable	(2,828)	(2.840)	(25,111)
	(2,020)	(2,040)	(133)
Decrease in interest payable	3,523	(23) (754)	31,282
Increase (decrease) in liability for retirement benefits Increase in provision for stock grant to directors and executive officers	136	(754)	1,208
(Decrease) increase in lease obligations	(60)	38	(533)
(Increase) decrease in lease investment assets	(198)	279	(1,758)
(Decrease) increase in accrued consumption taxes	(1,624)	1,199	(1,730)
Increase (decrease) in accrued expenses	1,039	(264)	9,226
Other—net	1,874	(1,252)	16,638
Total adjustments	10,375	(1,070)	92,124
Net cash provided by operating activities	28,142	21,107	249,885
INVESTING ACTIVITIES:	20,142	21,107	247,000
Proceeds from sales of property, plant and equipment	66	644	586
Purchases of property, plant and equipment	(8,410)	(7,311)	(74,676)
Purchases of intangible assets	(1,607)	(1,013)	(14,269)
Proceeds from sales and redemption of investment securities	3,408	4,213	30,261
Purchases of investment securities	(476)	(662)	(4,227)
(Increase) decrease in time deposits—net	(220)	737	(1,953)
Acquisition of investments in subsidiaries resulting	(450)		(3,996)
in change in scope of consolidation	(430)		(3,770)
Acquisition of investments in subsidiaries		(217)	
Increase (decrease) in other—net	(26)	184	(231)
Net cash used in investing activities	¥ (7,715)	¥ (3,425)	\$ (68,505)
FINANCING ACTIVITIES:		(= == .)	
Decrease in short-term borrowings—net	¥ (2,500)	¥ (9,304)	\$ (22,199)
Proceeds from long-term debt		6,026	
Repayments of long-term debt	(9,987)	(8,636)	(88,679)
Repurchase of treasury stock	(722)		(6,411)
Disposal of treasury stock	721	(0.050)	6,402
Dividends paid	(3,750)	(3,352)	(33,298)
Dividends paid for noncontrolling interests	(606)	(483)	(5,381)
Other—net	(1)	(0)	(8)
Net cash used in financing activities FOREIGN CURRENCY TRANSLATION ADJUSTMENTS ON CASH	(16,845)	(15,749)	(149,574)
AND CASH EQUIVALENTS	(1,645)	1,261	(14,607)
NET INCREASE IN CASH AND CASH EQUIVALENTS	1,937	3,194	17,199
CASH AND CASH EQUIVALENTS OF NEWLY-CONSOLIDATED SUBSIDIARIES, BEGINNING OF YEAR	973		8,640
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	64,223	61,029	570,263
CASH AND CASH EQUIVALENTS, END OF YEAR	¥ 67,133	¥ 64,223	\$596,102

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

GLORY LTD. and consolidated subsidiaries Year ended March 31, 2016

# 01.

BASIS OF **PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS** 

The accompanying consolidated financial statements have been prepared in accordance with the provisions set forth in the Japanese Financial Instruments and Exchange Act and its related accounting regulations and in accordance with accounting principles generally accepted in Japan ("Japanese GAAP"), which are different in certain respects as to application and disclosure requirements of International Financial Reporting Standards.

In preparing these consolidated financial statements, certain reclassifications and rearrangements have been made to the consolidated financial statements issued domestically in order to present them in a form which is more familiar to readers outside Japan. In addition, certain reclassifications have been made in the 2015 consolidated financial statements to conform to the classifications used in 2016.

The consolidated financial statements are stated in Japanese yen, the currency of the country in which GLORY LTD. (the "Company") is incorporated and operates. The translations of Japanese yen amounts into U.S. dollar amounts are included solely for the convenience of readers outside Japan and have been made at the rate of ¥112.62 to \$1, the approximate rate of exchange at March 31, 2016. Such translations should not be construed as representations that the Japanese yen amounts could be converted into U.S. dollars at that or any other rate.

# 02. SUMMARY OF **SIGNIFICANT ACCOUNTING POLICIES**

Consolidation – The consolidated financial statements as of March 31, 2016, include the accounts of the Company and its 39 significant (38 in 2015) subsidiaries (together, the "Group"). Consolidation of the remaining subsidiaries would not have a material effect on the accompanying consolidated financial statements.

Year-End

December 3

December 3

December 3

March 3 March 31

Consolidated Subsidiaries

Hokkaido GLORY Co., Ltd.

Glory Global Solutions Inc.

GLORY NASCA Ltd.

GLORY Products Ltd.

Sitrade Italia S.p.A.

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Name

Glory Global Solutions (Singapore) Pte. Ltd.

Glory Global Solutions (Shanghai) Co., Ltd.

Glory Global Solutions (International) Ltd.

Glory Global Solutions (France) S.A.S.

GLORY Denshi Kogyo (Suzhou) Ltd.

GLORY (PHILIPPINES), INC.\*

Glory Global Solutions Ltd.

March 31, 2015	
Name	Year-End
Hokkaido GLORY Co., Ltd.	March 31
GLORY NASCA Ltd.	March 31
GLORY Products Ltd.	March 31
Glory Global Solutions Inc.	March 31
Glory Global Solutions (Singapore) Pte. Ltd.	March 31
Sitrade Italia S.p.A.	December 31
GLORY Denshi Kogyo (Suzhou) Ltd.	December 31
Glory Global Solutions (Shanghai) Co., Ltd.	December 31
Glory Global Solutions Ltd.	March 31
Glory Global Solutions (International) Ltd.	March 31
Glory Global Solutions (France) S.A.S.	March 31
	Hokkaido GLORY Co., Ltd. GLORY NASCA Ltd. GLORY Products Ltd. Glory Global Solutions Inc. Glory Global Solutions (Singapore) Pte. Ltd. Sitrade Italia S.p.A. GLORY Denshi Kogyo (Suzhou) Ltd. Glory Global Solutions (Shanghai) Co., Ltd. Glory Global Solutions Ltd. Glory Global Solutions (International) Ltd.

27 other companies

27 other companies

Note: \*GLORY (PHILIPPINES), INC, has been newly included in the scope of consolidation from this fiscal year due to its increase in materiality. This was not applied retrospectively, the effects on the retained earnings are recognized as "change of scope consolidated" in the consolidated statement of change in equity.

GLORY Denshi Kogyo (Suzhou) Ltd.; Glory Global Solutions (Shanghai) Co., Ltd.; Sitrade Italia S.p.A.; Glory Global Solutions (Brasil) Maquinas e Equipamentos Ltda. and three other companies were consolidated using the financial statements as of December 31 because the difference between the closing date of the subsidiaries and that of the Company did not exceed three months. Significant transactions have been adjusted on consolidation.

Under the control and influence concepts, those companies in which the Company, directly or indirectly, is able to exercise control over operations are fully consolidated, and those companies over which the Group has the ability to exercise significant influence are accounted for by the equity method.

Investments in all unconsolidated subsidiaries and associated company are stated at cost. If the equity method of accounting had been applied to the investments in these companies, the effect on the accompanying consolidated financial statements would not be material.

The excess of the cost of acquisition over the fair value of the net assets of an acquired subsidiary at the date of acquisition, which is presented as goodwill in the consolidated balance sheet, is being amortized over a reasonable estimated period.

All significant intercompany balances and transactions have been eliminated in consolidation. All material unrealized profit included in assets resulting from transactions within the Group is eliminated.

- b. Unification of Accounting Policies Applied to Foreign Subsidiaries for the Consolidated Financial Statements In May 2006, the Accounting Standards Board of Japan (the "ASBJ") issued ASBJ Practical Issues Task Force (PITF) No. 18, "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for the Consolidated Financial Statements." PITF No. 18 prescribes that the accounting policies and procedures applied to a parent company and its subsidiaries for similar transactions and events under similar circumstances should in principle be unified for the preparation of the consolidated financial statements; however, financial statements prepared by foreign subsidiaries in accordance with either International Financial Reporting Standards or the generally accepted accounting principles in the United States of America tentatively may be used for the consolidation process, except for the following items that should be adjusted in the consolidation process so that net income is accounted for in accordance with Japanese GAAP, unless they are not material: (a) amortization of goodwill; (b) scheduled amortization of actuarial gain or loss of pensions that has been directly recorded in equity through other comprehensive income; (c) expensing capitalized development costs of R&D; (d) cancellation of the fair value model accounting for property, plant, and equipment and investment properties and incorporation of the cost model accounting.
- c. Cash Equivalents Cash equivalents are short-term investments that are readily convertible into cash and that are exposed to insignificant risk of changes in value. Cash equivalents include time deposits, certificates of deposit, all of which mature or become due within three months of the date of acquisition.
- d. Inventories Inventories are stated at the lower of cost, determined by the periodic average method for finished products and work in process, and by the moving average method for raw materials, or net selling value.
- e. Short-Term Investments and Investment Securities Short-term investments and investment securities are classified and accounted for, depending on management's intent, as follows: i) held-to-maturity debt securities, for which there is positive intent and ability to hold to maturity, are reported at amortized cost and ii) available-for-sale securities, which are not classified as held-to-maturity debt securities, are reported at fair value, with unrealized gains and losses, net of applicable taxes, reported in a separate component of equity.

Nonmarketable available-for-sale securities are stated at cost determined by the moving average method. For-other-than-temporary declines in fair value, investment securities are reduced to net realizable value by a charge to income.

- f. Property, Plant and Equipment (Except for Leases) Property, plant and equipment are stated at cost. Depreciation of property, plant and equipment of the Company and its consolidated domestic subsidiaries other than buildings acquired on or after April 1, 1998, is computed by the declining-balance method, while depreciation of property, plant and equipment of its consolidated foreign subsidiaries is mainly computed by the straight-line method at rates based on estimated useful lives of the assets. Buildings of the Company and its consolidated domestic subsidiaries acquired on or after April 1, 1998, are depreciated by the straight-line method.
- g. Long-Lived Assets The Group reviews its long-lived assets for impairment whenever events or changes in circumstance indicate the carrying amount of an asset or asset group may not be recoverable. An impairment loss would be recognized if the carrying amount of an asset or asset group exceeds the sum of the undiscounted future cash flows expected to result from the continued use and eventual disposition of the asset or asset group. The impairment loss would be measured as the amount by which the carrying amount of the asset exceeds its recoverable amount, which is the higher of the discounted cash flows from the continued use and eventual disposition of the asset or the net selling price at disposition.
- h. Software Costs Software development costs, incurred through the completion of a beta version of specific software for sale to the market, are charged to income when incurred. Such costs incurred subsequent to the

completion of the beta version are deferred and amortized at the higher of either the amount to be amortized in proportion to the actual sales volume of the software during the current year to the estimated total sales volume over the estimated salable years of the software or the amount to be amortized by the straight-line method over three years. The costs of software for internal use are amortized by the straight-line method over the estimated useful lives of five years.

- i. **Customer Relationships** Customer relationships are carried at cost less accumulated amortization, which is calculated by the straight-line method over 20 years.
- j. Allowance for Doubtful Accounts The allowance for doubtful accounts is stated in amounts considered to be appropriate based on the companies' past credit loss experience and an evaluation of potential losses in the accounts outstanding.
- k. Retirement and Pension Plans The liability (asset) for retirement benefits of employees is accounted for based on projected benefit obligations and plan assets at the consolidated balance sheet date. The actuarial differences are mainly amortized from the next year using the declining-balance method over 15 years which is within the average remaining service period. The prior service costs are mainly amortized by the declining-balance method over 15 years, which is within the average remaining service period. Actuarial gains and losses and past service costs that are yet to be recognized in profit or loss are recognized within equity (accumulated other comprehensive income), after adjusting for tax effects, and any resulting deficit or surplus is recognized as a liability (liability for retirement benefits) or asset (prepaid retirement benefits).
- l. Asset Retirement Obligations In March 2008, the ASBJ issued ASBJ Statement No. 18 "Accounting Standard for Asset Retirement Obligations" and ASBJ Guidance No. 21 "Guidance on Accounting Standard for Asset Retirement Obligations." Under this accounting standard, an asset retirement obligation is defined as a legal obligation imposed either by law or contract that results from the acquisition, construction, development and the normal operation of a tangible fixed asset and is associated with the retirement of such a tangible fixed asset. The asset retirement obligation is recognized as the sum of the discounted cash flows required for the future asset retirement and is recorded in the period in which the obligation is incurred if a reasonable estimate can be made. If a reasonable estimate of the asset retirement obligation cannot be made in the period the asset retirement obligation is incurred, the liability should be recognized when a reasonable estimate of the asset retirement obligation can be made. Upon initial recognition of a liability for an asset retirement obligation, an asset retirement cost is capitalized by increasing the carrying amount of the related fixed asset by the amount of the liability. The asset retirement cost is subsequently allocated to expense through depreciation over the remaining useful life of the asset. Over time, the liability is accreted to its present value each period. Any subsequent revisions to the timing or the amount of the original estimate of undiscounted cash flows are reflected as an adjustment to the carrying amount of the liability and the capitalized amount of the related asset retirement cost.
- m. Employee and Management Stock Ownership Plan In accordance with PITF No. 30, "Practical Solution on Transactions of Delivering the Company's Own Stock to Employees etc. through Trusts," upon transfer of treasury stock to the employee stock ownership trust (the "Trust") by the entity, any difference between the book value and fair value of the treasury stock shall be recorded in capital surplus. At year-end, the entity shall record (1) the entity stock held by the Trust as treasury stock in equity, (2) all other assets and liabilities of the Trust on a line-by-line basis, and (3) a liability/asset for the net of i) any gain or loss on delivery of the stock by the Trust to the employee shareholding association, ii) dividends received from the entity for the stock held by the Trust, and iii) any expenses relating to the Trust. (See Note 8)
- Research and Development Costs Research and development costs are charged to income as incurred.
- **o. Leases (Lessee)** Finance lease assets that do not transfer ownership of the property to the lessee are depreciated using the straight-line method over the lease term with no residual value.

- p. Bonuses to Directors Bonuses to directors are accrued at the year-end to which such bonuses are attributable.
- q. Income Taxes The provision for income taxes is computed based on the pretax income included in the consolidated statement of income. The asset and liability approach is used to recognize deferred tax assets and liabilities for the expected future tax consequences of temporary differences between the carrying amounts and the tax bases of assets and liabilities. Deferred taxes are measured by applying currently enacted tax rates to the temporary differences.

The Group files a tax return under the consolidated corporate tax system, which allows companies to base tax payments on the combined profits or losses of the Company and its wholly owned domestic subsidiaries.

r. Foreign Currency Transactions – Both short-term and long-term receivables and payables denominated in foreign currencies are translated into Japanese yen at the current exchange rates as of each balance sheet date. The foreign exchange gains and losses from translation are recognized in the consolidated statement of income to the extent that they are not hedged by forward exchange contracts and currency swaps.

However, receivables denominated in a foreign currency that are covered by forward exchange contracts are translated at the contract rate. Long-term debt denominated in a foreign currency that is covered by a currency swap is translated at the contract rate. The difference resulting from receivables and long-term debt translated at the historical rate and the contract rate is credited (charged) to income as an interest adjustment.

- s. Foreign Currency Financial Statements The balance sheet accounts of the consolidated foreign subsidiaries are translated into Japanese yen at the current exchange rate as of the balance sheet date except for equity, which is translated at the historical rate. Differences arising from such translation are shown as "Foreign currency translation adjustments" and "Non-controlling interests" in equity. Revenue and expense accounts of consolidated foreign subsidiaries are translated into yen at the average exchange rate.
- t. Derivatives and Hedging Activities The Group uses derivative financial instruments to manage its exposures to fluctuations in foreign exchange and interest rates. Foreign currency forward contracts, currency swaps and interest rate swaps are utilized by the Group to reduce foreign currency exchange and interest rate risks. The Group does not enter into derivatives for trading or speculative purposes.

Derivative financial instruments are classified and accounted for as follows: (1) all derivatives are recognized as either assets or liabilities and measured at fair value, and gains or losses on derivative transactions are recognized in the consolidated statement of income; and (2) for derivatives used for hedging purposes, if such derivatives qualify for hedge accounting because of high correlation and effectiveness between the hedging instruments and the hedged items, gains or losses on derivatives are deferred until maturity of the hedged transactions.

Foreign currency forward contracts are utilized to hedge foreign currency exposures for export sales. Trade receivables denominated in foreign currencies are translated at the contracted rates if the forward contracts qualify for hedge accounting.

Long-term debt denominated in foreign currencies for which currency swaps are used to hedge the foreign currency fluctuations are translated at the contracted rate if the currency swaps qualify for hedge accounting.

Interest rate swaps which qualify for hedge accounting and meet specific matching criteria are not remeasured at market value but the differential paid or received under the swap agreements is recognized and included in interest expense or income.

**u. Per Share Information** – Basic net income per share is computed by dividing net income attributable to common shareholders by the weighted-average number of common shares outstanding for the period.

Diluted net income per share is not disclosed because there are no potentially dilutive securities outstanding.

Cash dividends per share presented in the accompanying consolidated statement of income are dividends applicable to the respective years, including dividends to be paid after the end of the year.

The Company's own stock in "Board Incentive Plan (BIP) Trust Account" and "Employee Stock Ownership

Plan (ESOP) Trust Account" recorded as treasury shares within equity includes treasury stock excluded from the average number of shares during the period used for calculating net income per share and treasury shares excluded from the number of shares outstanding at the end of the fiscal year used for calculating net asset per share.

v. Accounting Changes and Error Corrections – In December 2009, the ASBJ issued ASBJ Statement No. 24, "Accounting Standard for Accounting Changes and Error Corrections" and ASBJ Guidance No. 24, "Guidance on Accounting Standard for Accounting Changes and Error Corrections." Accounting treatments under this standard and guidance are as follows: (1) Changes in Accounting Policies - When a new accounting policy is applied following revision of an accounting standard, the new policy is applied retrospectively unless the revised accounting standard includes specific transitional provisions, in which case the entity shall comply with the specific transitional provisions. (2) Changes in Presentation - When the presentation of financial statements is changed, prior-period financial statements are reclassified in accordance with the new presentation. (3) Changes in Accounting Estimates - A change in an accounting estimate is accounted for in the period of the change if the change affects that period only, and is accounted for prospectively if the change affects both the period of the change and future periods. (4) Corrections of Prior-Period Errors - When an error in prior-period financial statements is discovered, those statements are restated.

# O3. ACCOUNTING CHANGE

(Change in the method of translating revenue and expense of foreign subsidiaries)

Prior to April 1, 2015, the revenue and expenses of foreign subsidiaries are translated into Japanese yen using the current exchange rate on the date of closing of the relevant foreign subsidiary.

Effective April 1, 2015, the Company changed its method of translating the foreign subsidiaries revenue and expenses into Japanese yen to the method of using the average foreign exchange rate for the fiscal year because the foreign subsidiaries are increasing in importance and exchange rates have fluctuated considerably in recent years and the use of the average rate reflects the performance of foreign subsidiaries more properly.

This accounting policy change was applied retrospectively and the consolidated financial statements for the year ended March 31, 2015, were restated.

The effects of this accounting policy change for 2015 were as follows: (1) Consolidated balance sheet as of March 31, 2015—"retained earnings" decreased by ¥425 million, while the "foreign currency translation adjustments" balance increased by the same amount. (2) Consolidated statement of income for the year ended March 31, 2015—"net sales" decreased by ¥4,618 million, "operating income" decreased by ¥485 million, "income before income taxes" decreased by ¥381 million and "Net income attributable to owners of the parent" decreased by ¥194 million, respectively. (3) Per share of common stock for the year ended March 31, 2015—"basic net income" decreased by ¥2.97, and (4) Consolidated statement of changes in equity as of April 1, 2014, "retained earnings" decreased by ¥230 million, while the "foreign currency translation adjustments" balance increased by the same amount.

# 04. SHORT-TERM INVESTMENTS AND INVESTMENT SECURITIES

Short-term investments and investment securities as of March 31, 2016 and 2015, consisted of the following:

	Millions	Thousands of U.S. Dollars	
	2016	2015	2016
Short-term investments:			
Time deposits other than cash equivalents	¥ 920	¥ 150	\$ 8,169
Government, corporate, and other bonds	500	2,405	4,440
Total	¥1,420	¥2,555	\$12,609
Investment securities:			
Marketable equity securities	¥3,839	¥4,905	\$34,088
Nonmarketable equity securities	463	683	4,111
Government, corporate, and other bonds	2,717	3,800	24,125
Other	635	388	5,639
Total	¥7,654	¥9,776	\$67,963

The costs and aggregate fair values of marketable and investment securities at March 31, 2016 and 2015, were as follows:

Securities classified as:   Available-for-sale:   Equity securities   \$3,525			Millions	of Yen	
Available-for-sale:       Equity securities       ¥3,525       ¥687       ¥(373)       ¥3,839         Government bonds       3       3       3         Corporate bonds       29       26       635         Other       609       26       635         Held-to-maturity:       Government bonds       1,000       66       1,066         Corporate bonds       2,185       52       (8)       2,229         March 31, 2015       Cost will be specified as:         Available-for-sale:       Equity securities       \$ 43,426       \$41,510       \$4(31)       \$4,905         Government bonds       33       33       333         Corporate bonds       36       92       388         Held-to-maturity:       Government bonds       1,000       60       1,060         Corporate bonds       1,000       60       1,060         Corporate bonds       4,836       62       120       4,878         March 31,2016       Cost       Unrealized       Unrealized       1,060         Corporate bonds       1,000       60       1,060       1,060         Corporate bonds       4,836       62       1	March 31, 2016	Cost			Fair Value
Equity securities         ¥3,525         ¥687         ¥1373         ¥3,839           Government bonds         3         3         3           Corporate bonds         29         29         29           Other         609         26         635           Held-to-maturity:         Government bonds         1,000         66         1,066           Corporate bonds         2,185         52         (8)         2,229           March 31,2015         Corporate bonds         Williams	Securities classified as:				
Government bonds         3         3         29         29         29         29         29         29         20	Available-for-sale:				
Corporate bonds         29         29           Other         609         26         635           Held-to-maturity:         March 31,000         66         1,066           Corporate bonds         1,000         66         1,066           Corporate bonds         2,185         52         [8]         2,229           March 31,2015         Cost         Unrealized Cassified as:           Available-for-sale:         Equity securities         Y3,426         ¥1,510         ¥[31]         ¥4,905           Government bonds         333         333         333           Corporate bonds         36         92         388           Held-to-maturity:         Government bonds         1,000         60         1,060           Corporate bonds         1,000         60         1,060           Corporate bonds         4,836         62         100         4,878           March 31,2016         Securities classified as:           Available-for-sale:         Equity securities         \$31,300         \$6,100         \$13,312         \$34,088           Government bonds         258         258	Equity securities	¥3,525	¥687	¥(373)	¥3,839
Other         609         26         635           Held-to-maturity:         Government bonds         1,000         66         1,066           Corporate bonds         2,185         52         (8)         2,229           March 31,2015         Cost         Unrealized Losses         Value           Securities classified as:         Available-for-sale:         Equity securities         47,426         ¥1,510         ¥[31]         ¥4,905           Government bonds         333         333         36           Other         296         92         388           Held-to-maturity:         Government bonds         1,000         60         1,060           Corporate bonds         1,000         60         1,060           Corporate bonds         4,836         62         [20]         4,878           March 31,2016         Corporate bonds         5         1,000         6         1,000         6         1,000         6         1,000         1,000         1,000					

Available-for-sale securities sold during the years ended March 31, 2016 and 2015, were as follows:

	Millions of Yen		Thousands of U.S. Dollars	
	2016	2015	2016	
Proceeds from sales	¥808	¥13	\$7,175	
Gain on sales	283	0	2,513	
Loss on sales		0		

Gain and loss on sales of securities is included in "Other—net" among the other income (expenses) section of the consolidated statements of income.

# **05.** INVENTORIES

	Millions	Millions of Yen	
	2016	2015	2016
Finished products and merchandise	¥25,381	¥25,683	\$225,368
Work in process	6,527	6,047	57,956
Raw materials and supplies	11,463	9,901	101,785
Total	¥43,371	¥41,631	\$385,109

# 06. SHORT-TERM BORROWINGS AND LONG-TERM DEBT

(a) Short-term borrowings as of March 31, 2016 and 2015, consisted of the following:

	Millions	Thousands of U.S. Dollars	
	2016	2015	2016
Loans from banks and an insurance company	¥16,886	¥19,528	\$149,938

The annual average interest rate applicable to short-term borrowings at March 31, 2016 and 2015, was 0.8%.

(b) Long-term debt and lease obligations as of March 31, 2016 and 2015, consisted of the following:

Millions of Yen		U.S. Dollars	
2016	2015	2016	
¥ 32,053	¥ 42,753	\$284,612	
2,617	2,701	23,237	
34,670	45,454	307,849	
(10,374)	(10,848)	(92,115)	
¥ 24,296	¥ 34,606	\$215,734	
	2016 ¥ 32,053 2,617 34,670 (10,374)	2016 2015 ¥ 32,053 ¥ 42,753 2,617 2,701 34,670 45,454 (10,374) (10,848)	

The annual average interest rate applicable to long-term debt at March 31, 2016 and 2015, was 1.2%.

(c) Annual maturities of long-term debt as of March 31, 2016, were as follows:

Years Ending March 31	Millions of Yen	U.S. Dollars
2017	¥10,374	\$92,115
2018	9,777	86,814
2019	9,481	84,186
2020	4,796	42,586
2021 and thereafter	242	2,148
Total	¥34,670	\$307,849

# **07.**RETIREMENT AND PENSION PLANS

Employees of the Company and its domestic consolidated subsidiaries are covered by non-contributory and contributory funded defined benefit pension plans, and severance lump-sum payment plans. Certain foreign consolidated subsidiaries have contribution plans and defined benefit plans.

(1) The changes in defined benefit obligation for the years ended March 31, 2016 and 2015, were as follows:

	Millions of Yen		Thousands of U.S. Dollars	
	2016	2015	2016	
Balance at beginning of year (as previously reported)	¥50,727	¥47,403	\$450,426	
Cumulative effect of accounting change		806		
Balance at beginning of year (as restated)	50,727	48,209	450,426	
Current service cost	2,376	2,267	21,097	
Interest cost	620	634	5,505	
Actuarial losses	5,236	575	46,493	
Benefits paid	(1,505)	(1,722)	(13,364)	
Past service cost	9	(305)	80	
Others	(125)	1,069	(1,109)	
Balance at end of year	¥57,338	¥50,727	\$509,128	

(2) The changes in plan assets for the years ended March 31, 2016 and 2015, were as follows:

Millions of Yen		U.S. Dollars	
2016	2015	2016	
¥51,303	¥46,258	\$455,541	
645	611	5,727	
(1,476)	4,124	(13,106)	
1,516	1,668	13,461	
(1,404)	(1,652)	(12,467)	
146	294	1,297	
¥50,730	¥51,303	\$450,453	
	2016 ¥51,303 645 (1,476) 1,516 (1,404) 146	2016 2015 <b>¥51,303</b> ¥46,258  645 611  (1,476) 4,124  1,516 1,668  (1,404) (1,652)  146 294	

(3) Reconciliation between the liability recorded in the consolidated balance sheet and the balances of defined benefit obligation and plan assets

	Millions	Millions of Yen	
	2016	2015	2016
Funded defined benefit obligation	¥ 56,580	¥ 50,113	\$ 502,398
Plan assets	(50,730)	(51,303)	(450,453)
Total	5,850	(1,190)	51,945
Unfunded defined benefit obligation	758	614	6,730
Net liability (asset) for defined benefit obligation	¥ 6,608	¥ (576)	\$ 58,675

	Millions of Yen		Thousands of U.S. Dollars
	2016	2015	2016
Liability for retirement benefits	¥6,608	¥ 3,323	\$58,675
Prepaid retirement benefits		(3,899)	
Net liability (asset) for defined benefit obligation	¥6,608	¥ (576)	\$58,675

(4) The components of net periodic benefit costs for the years ended March 31, 2016 and 2015, were as follows:

	Millions of	Millions of Yen	
	2016	2015	2016
Service cost	¥2,376	¥2,267	\$21,097
Interest cost	620	634	5,505
Expected return on plan assets	(645)	(611)	(5,727)
Recognized actuarial (gains) losses	(365)	90	(3,241)
Amortization of prior service cost	(157)	(89)	(1,394)
Net periodic benefit costs	¥1,829	¥2,291	\$16,240

(5) Amounts recognized in other comprehensive income (before income tax effect) in respect of defined retirement benefit plans for the years ended March 31, 2016 and 2015

	Millions of	Millions of Yen	
	2016	2015	2016
Prior service cost	¥ (166)	¥ 216	\$ (1,474)
Actuarial (gains) losses	(7,077)	3,639	(62,840)
Total	¥(7,243)	¥3,855	\$ (64,314)

(6) Amounts recognized in accumulated other comprehensive income (before income tax effect) in respect of defined retirement benefit plans as of March 31, 2016 and 2015

	Millions of	Millions of Yen	
	2016	2015	2016
Unrecognized prior service cost	¥ 372	¥ 538	\$ 3,303
Unrecognized actuarial (gains) losses	(3,927)	3,150	(34,869)
Total	¥(3,555)	¥3,688	\$ (31,566)

# (7) Plan assets

a. Components of plan assets

Plan assets as of March 31, 2016 and 2015, consisted of the following:

	2010	2013
Debt investments	46%	47%
Equity investments	25	27
Cash and cash equivalents	1	5
General account assets of life insurance	14	12
Others	14	9
Total	100%	100%

2016

2015

b. Method of determining the expected rate of return on plan assets

The expected rate of return on plan assets is determined considering the long-term rates of return which are expected currently and in the future from the various components of the plan assets.

(8) Assumptions used for the years ended March 31, 2016 and 2015, are set forth as follows:

	2016	2015
Discount rate	Mainly 0.6 – 1.0 %	Mainly 0.9 – 1.5%
Expected rate of return on plan assets	Mainly 0.9 - 1.5 %	Mainly 0.9 - 1.5%

The Company applied a discount rate of mainly 0.9 - 1.5% as of April 1, 2015. The Company reassessed the discount rate as of March 31, 2016, and determined that change in the discount rate has an effect on the amount of projected benefit obligation. Accordingly, the discount rate has been changed to mainly 0.6 - 1.0%.

(9) Defined contribution pension plan

Contributions to the defined contribution pension plan of the Company and its consolidated subsidiaries for the years ended March 31, 2016 and 2015, were ¥617 million (\$5,479 thousand) and ¥518 million, respectively.

# 08.

STOCK
INCENTIVE PLAN
FOR DIRECTORS
AND EXECUTIVE
OFFICERS

## Stock Incentive Plan for Board of Directors

During the current fiscal year, with the aim of improving medium-and-long term corporate achievements and to improve corporate value by promoting Board of Director members that aims to enhance stock value, the Company introduced a performance based stock incentive plan (the "Board Incentive Plan (BIP)") for Board of Director members (excluding external directors and part-time directors).

#### Overview of the Stock Plan

The Plan specifies Board of Director members who meet certain requirements as beneficiaries. The Company establishes a trust (the "BIP Trust") into which the Company contributes the funds required to purchase the number of Company's shares expected to be delivered to our Board of Directors according to established granting policies. A third party administrator purchases the Company's shares using the funds in the BIP trust. According to the rules for granting shares, the BIP Trust delivers the Company's shares to the eligible Board of director members on an annual basis or at the time of retirement, based on the Board of Director member's position and target achievements.

# Matters Relating to the Company Shares Held by the Trust

The shares held by the BIP Trust are recorded as treasury stock within equity at the stock's carrying value. The carrying amount of shares and the number of shares held by the BIP Trust was ¥107 million (\$950 thousand) and 30,000 shares as of March 31, 2016, respectively.

## Stock Incentive Plan for Executive Officers

During the current fiscal year, with the aim of improving medium-and-long term corporate achievements and to improve corporate value by promoting management that aims to enhance stock value, the Company introduced a stock incentive plan (the "Employee Stock Ownership Plan (ESOP)") for certain executive officers.

# Overview of the Incentive Plan

The Plan specifies certain executive officers who meet certain requirements as beneficiaries. The Company establishes a trust (the "ESOP Trust") into which the Company contributes the funds required to purchase the number of Company's shares expected to be delivered to certain executive officers according to established granting policies. A third party administrator purchases the Company's shares using the funds in the ESOP trust. According to the rules for granting shares, the ESOP Trust delivers the Company's shares to the eligible executive officers on an annual basis or at the time of retirement, based on the certain executive officers' position and target achievements.

# Matters Relating to the Company Shares Held by the Trust

The shares held by the ESOP Trust are recorded as treasury stock within equity at the stock's carrying value. The carrying amount of shares and the number of shares held by the ESOP Trust was ¥614 million (\$5,452 thousand) and 172,000 shares as of March 31, 2016, respectively.

## Per Share Information

As noted in Note 2.m, the Company applied PITF No. 30, "Practical Solution on Transactions of Delivering the Company's Own Stock to Employees etc. through Trusts". Due to the way that net assets per share are calculated, the Company shares remaining in the "Board Incentive Plan (BIP) Trust Account" and "Employee Stock Ownership Plan (ESOP) Trust Account" and recorded as treasury shares, are included in treasury shares subtracted from shares issued as of the end of the period (202,000 shares for the current fiscal year). Also, due to the way that net income per share is calculated, they are included in the treasury shares subtracted from average number of shares during the period (117,557 shares in the current fiscal year).

# 09.

Japanese companies are subject to the Companies Act of Japan (the "Companies Act"). The significant provisions in the Companies Act that affect financial and accounting matters are summarized below:

# (a) Dividends

Under the Companies Act, companies can pay dividends at any time during the fiscal year in addition to the year-end dividend upon resolution at the shareholders' meeting. Additionally for companies that meet certain criteria, such as (1) having a board of directors, (2) having independent auditors, (3) having a board of corporate auditors, and (4) the term of service of the directors being prescribed as one year rather than the normal two year term by its articles of incorporation, the board of directors may declare dividends (except for dividends in-kind) at any time during the fiscal year if the Company has prescribed so in its articles of incorporation. However, the Company cannot do so because it does not meet all the above criteria.

Semiannual interim dividends may also be paid once a year upon resolution by the board of directors if the articles of incorporation of the Company so stipulate. The Companies Act provides certain limitations on the amounts available for dividends or the purchase of treasury stock. The limitation is defined as the amount available for distribution to the shareholders, but the amount of net assets after dividends must be maintained at no less than ¥3 million.

- (b) Increases/Decreases and Transfer of Common Stock, Reserve, and Surplus

  The Companies Act requires that an amount equal to 10% of dividends must be appropriated as a legal reserve (a component of retained earnings) or as additional paid-in capital (a component of capital surplus) depending on the equity account that was charged upon the payment of such dividends until the total of aggregate amount of legal reserve and additional paid-in capital equals 25% of common stock. Under the Companies Act, the total amount of additional paid-in capital and legal reserve may be reversed without limitation. The Companies Act also provides that common stock, legal reserve, additional paid-in capital, other capital surplus, and retained earnings can be transferred among the accounts within equity under certain conditions upon resolution of the shareholders.
- (c) Treasury Stock and Treasury Stock Acquisition Rights

  The Companies Act also provides for companies to purchase treasury stock and dispose of such treasury stock by resolution of the board of directors. The amount of treasury stock purchased cannot exceed the amount available for distribution to the shareholders, which is determined by a specific formula. Under the Companies Act, stock acquisition rights are presented as a separate component of equity. The Companies Act also provides that companies can purchase both treasury stock acquisition rights and treasury stock. Such treasury stock acquisition rights are presented as a separate component of equity or deducted directly from stock acquisition rights. (Except for treasury stock held by Board Incentive Plan (BIP) Trust and Employee Stock Ownership Plan (ESOP) Trust.)

# 10. INCOME TAXES

The Company and its domestic consolidated subsidiaries are subject to Japanese national and local income taxes, which, in the aggregate, resulted in a normal effective statutory tax rate of approximately 33.1% and 35.6% for the years ended March 31, 2016 and 2015, respectively. Foreign consolidated subsidiaries are subject to income taxes of the countries in which they operate.

The tax effects of significant temporary differences and loss carryforwards, which resulted in deferred tax assets and liabilities as of March 31, 2016 and 2015, are as follows:

	Millions of Yen		Thousands of U.S. Dollars	
	2016	2015	2016	
Deferred tax assets due to:				
Liability for retirement benefits	¥ 1,822	¥ 1,778	\$ 16,178	
Unrealized profit eliminated	1,260	1,614	11,188	
Accrued bonuses	1,944	1,835	17,262	
Research and development expenditures	1,342	1,312	11,916	
Depreciation and amortization	347	350	3,081	
Inventories	540	478	4,795	
Loss on valuation of investment securities	150	169	1,332	
Allowance for doubtful accounts	71	36	630	
Other	2,444	2,910	21,702	
Gross deferred tax assets	9,920	10,482	88,084	
Less valuation allowance	(847)	(898)	(7,521)	
Total gross deferred tax assets	¥ 9,073	¥ 9,584	\$ 80,563	
Deferred tax liabilities due to:				
Intangibles assets	¥(7,038)	¥ (8,115)	\$(62,493)	
Net unrealized gain on securities	(219)	(518)	(1,945)	
Amounts recognized in accumulated other comprehensive income in respect of defined retirement benefit plans	(2)	(1,290)	(18)	
Other	(1,394)	(1,097)	(12,378)	
Total gross deferred tax liabilities	(8,653)	(11,020)	(76,834)	
Net deferred tax (liabilities) assets	¥ 420	¥ (1,436)	\$ 3,729	

A reconciliation between the normal effective statutory tax rates and the actual effective tax rates reflected in the accompanying consolidated statement of income for the years ended March 31, 2016 and 2015, is as follows:

	2016	2015
Normal effective statutory tax rate	33.1%	35.6%
Expenses not deductible for income tax purposes, such as entertainment expenses	1.9	1.7
Income not taxable for income tax purposes	(1.1)	(0.4)
Tax credit related to research expenses	(5.1)	(5.9)
Amortization of goodwill	9.4	8.1
Tax rate differences with consolidated subsidiaries	(2.3)	(2.4)
Valuation allowance	0.1	(0.1)
Effect of tax rate reduction	3.3	2.1
Equalization tax	0.8	0.6
Other—net	3.1	(1.7)
Actual effective tax rate	43.2%	37.6%

New tax reform laws enacted in 2016 in Japan changed the normal effective statutory tax rate for the fiscal year beginning on or after April 1, 2016. The effect of these changes was to decrease deferred tax assets, net of deferred tax liabilities, by ¥256 million (\$2,273 thousand) and increase accumulated other comprehensive income for unrealized gain on available-for-sale securities by ¥6 million (\$53 thousand), and decrease defined retirement benefit plan by ¥24 million (\$213 thousand), in the consolidated balance sheet as of March 31, 2016, and to increase income taxes - deferred in the consolidated statement of income for the year then ended by ¥237 million (\$2,104 thousand).

# 11. SELLING, GENERAL, AND ADMINISTRATIVE EXPENSES

Selling, general, and administrative expenses in the accompanying consolidated statements of income for the years ended March 31, 2016 and 2015, mainly consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars	
	2016	2015	2016	
Employees' salaries and bonuses	¥24,825	¥24,889	\$220,432	
Provision for employees' bonuses	3,903	3,299	34,656	
Provision for stock grant to directors and executive officers	136		1,208	
Retirement benefit expenses	1,445	1,550	12,831	
Amortization of goodwill	5,054	4,938	44,877	
Depreciation expense	5,054	4,981	44,877	
Rent expense	4,651	4,450	41,298	

# 12. RESEARCH AND DEVELOPMENT COSTS

Research and development costs charged to administrative expense and manufacturing cost for the years ended March 31, 2016 and 2015, were ¥12,591 million (\$111,801 thousand) and ¥12,869 million, respectively.

# 13.

# (a) Lessee

The minimum rental commitments under noncancelable operating leases as of March 31, 2016 and 2015, were as follows:

	Millions of	Millions of Yen	
	2016	2015	2016
Due within one year	¥ 70	¥ 95	\$ 622
Due after one year	429	815	3,809
Total	¥499	¥910	\$4,431

## (b) Lessor

The net investments in lease as of March 31, 2016 and 2015, are summarized as follows:

	Millions of Yen		U.S. Dollars	
	2016	2015	2016	
Gross lease receivables	¥3,737	¥3,481	\$33,182	
Unearned interest income	820	762	7,281	
Investments in leases	¥2,917	¥2,719	\$25,901	

Maturities of investment in lease for finance leases that are deemed not to transfer ownership of the leased property to the lessee as of March 31, 2016, are as follows:

Years Ending March 31	Millions of Yen	Thousands of U.S. Dollars
2017	¥1,112	\$9,874
2018	881	7,823
2019	656	5,825
2020	460	4,085
2021	292	2,592
2022 and thereafter	336	2,983
Total	¥3,737	\$33,182

# 14. FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

as described in (2) below.

- (1) Group policy for financial instruments

  The Group invests cash surpluses in low-risk financial assets and uses financial instruments, such as shortterm bank loans. Derivatives are used, not for speculative purposes, but to manage exposure to financial risks
- (2) Nature and extent of risks arising from financial instruments and risk management for financial instruments Receivables, such as trade notes and trade accounts, are exposed to customer credit risk. The Group manages its credit risk from receivables on the basis of internal policies, which include monitoring of payment terms and balances of each counterparty. Although receivables in foreign currencies are exposed to the market risk of fluctuation in foreign currency exchange rates, they are hedged partially by using foreign currency forward contracts on the basis of internal policies.

Short-term investments and investment securities, mainly held-to-maturity securities and equity instruments of customers and suppliers of the Group, are exposed to the risk of market price fluctuations. Such instruments are managed by monitoring market values and the financial position of issuers on a regular basis.

Payment terms of payables, such as trade notes and trade accounts, are less than one year. Although payables in foreign currencies are exposed to the market risk of fluctuation in foreign currency exchange rates, those risks are netted against the balance of receivables denominated in the same foreign currency as noted above.

Bank loans are utilized for financing of business transactions and capital investments. Although a part of such bank loans are exposed to foreign exchange rate fluctuations and interest rate fluctuations, those risks are mitigated by using derivatives. As this method of hedging meets the requirements of the special treatment of interest rate swaps, we have not assessed the effectiveness of the method.

Derivatives include foreign currency forward contracts, interest rate swap agreements and currency swap agreements. Please see Note 15 for more details about derivatives.

# (3) Fair values of financial instruments

Fair values of financial instruments are based on quoted prices in active markets. If a quoted price is not available, other rational valuation techniques are used instead. Please see Note 15 for the details of fair value for derivatives.

# (a) Fair value of financial instruments

The carrying amounts, fair values, and unrealized gain/loss of financial instruments as of March 31, 2016 and 2015, were as follows. Note that financial instruments whose fair value cannot be reliably determined are not included (see (b)).

		Millions of Yen		
March 31, 2016	Carrying Amount	Fair Value	Difference	
Cash and cash equivalents	¥ 67,133	¥ 67,133	¥ —	
Receivables:				
Trade notes	3,683			
Trade accounts	46,212			
Unconsolidated subsidiaries and associated company	777			
Subtotal	50,672	•	•••••••••	
Allowance for doubtful accounts*	(580)			
Receivables—net	50,092	50,094	2	
Investments in leases	2,917			
Allowance for doubtful accounts*	(95)			
Investments in leases—net	2,822	2,825	3	
Short-term investments and investment securities	8,611	8,721	110	
Total	¥128,658	¥128,773	¥115	
Payables:				
Trade notes	¥ 1,169	¥ 1,169	¥ —	
Trade accounts	17,346	17,346		
Unconsolidated subsidiaries and associated company	1,148	1,148		
Short-term borrowings	16,886	16,886		
Long-term debt	32,053	32,537	484	
Income taxes payable	2,230	2,230		
Long-term lease obligations	1,667	1,621	(46)	
Total	¥ 72,499	¥ 72,937	¥438	

		Millions of Yen	
March 31, 2015	Carrying Amount	Fair Value	Difference
Cash and cash equivalents	¥ 64,223	¥ 64,223	¥ —
Receivables:			
Trade notes	5,370		
Trade accounts	49,327		
Unconsolidated subsidiaries and associated company	951		
Subtotal	55,648		
Allowance for doubtful accounts*	(556)		
Receivables—net	55,092	55,085	(7)
Investments in leases	2,719		
Allowance for doubtful accounts*	(7)		
Investments in leases—net	2,712	2,681	(31)
Short-term investments and investment securities	11,648	11,749	101
Total	¥133,675	¥133,738	¥ 63
Payables:			
Trade notes	¥ 2,066	¥ 2,066	¥ —
Trade accounts	18,281	18,281	
Unconsolidated subsidiaries and associated company	1,019	1,019	
Short-term borrowings	19,528	19,528	
Long-term debt	42,753	42,748	(5)
Income taxes payable	3,797	3,797	
Long-term lease obligations	1,771	1,724	(47)
Total	¥ 89,215	¥ 89,163	¥ (52)
March 31, 2016	Carrying Amount	housands of U.S. Dollars Fair Value	Difference
Cash and cash equivalents	\$ 596,102	\$ 596,102	\$ <b>—</b>
Receivables:			
Trade notes	32,703		
Trade accounts	410,336		
Unconsolidated subsidiaries and associated company	6,899	·····•	
Subtotal	449,938		
Allowance for doubtful accounts*	(5,150)		
Receivables—net	444,788	444,806	18
Investments in leases	25,901		
Allowance for doubtful accounts*	(844)		•••••
Investments in leases—net	25,057	25,084	27
Short-term investments and investment securities	76,461	77,437	976
Total	\$1,142,408	\$1,143,429	\$1,021
Payables:			
Trade notes	\$ 10,380	\$ 10,380	<b>\$</b> —
Trade accounts	154,022	154,022	
Unconsolidated subsidiaries and associated company	10,194	10,194	
Short-term borrowings	149,938	149,938	
Long-term debt	284,612	288,910	4,298
Income taxes payable	19,801	19,801	
income taxes payable	***		
Long-term lease obligations	14,802	14,394	(408)

Millions of Yen

# Cash and Cash Equivalents

The carrying values of cash and cash equivalents approximate fair value because of their short maturities. Receivables

The carrying values are used for short-term receivables as they approximate fair their value. The fair values of long-term receivables, such as installment receivables, are measured at present values discounted by the swap interest rate.

#### Investments in Leases

The fair values of investments in leases are measured at their present values discounted by the swap interest rate.

# Short-Term Investments and Investment Securities

The fair values of short-term investments and investment securities are measured at the quoted market price of the stock exchange for the equity instruments and at the quoted price obtained from the financial institution for certain debt instruments. Debt securities for which the quoted price cannot be obtained are measured at their present values discounted by the swap interest rate. Information on the fair value of marketable and investment securities by classification is included in Note 3.

# Payables, Short-Term Bank Loans, and Income Taxes Payable

The carrying values of payables, short-term and current portion of long-term bank loans, and income taxes payable approximate fair value because of their short maturities.

# Long-Term Debt and Long-Term Lease Obligations

The fair values of long-term debt and long-term lease obligations are determined by discounting the cash flows related to the debt at the Group's assumed corporate borrowing rate. The specific matching criteria of interest rate and currency swaps are applicable to some long-term debts. The fair values of these items are determined by discounting the combined total of interest and principal, with which the interest rate and currency swaps have been accounted for, at the Group's assumed corporate borrowing rate. The carrying values of floating-rate long-term debt approximate fair value because the floating rates reflect the short-term market rate.

## Derivatives

Fair value information for derivatives is included in Note 13.

(b) Financial instruments whose fair value cannot be reliably determined as of March 31, 2016 and 2015, were as follows:

		Carrying Amount		
	Millions of Yen		Thousands of U.S. Dollars	
	2016	2015	2016	
Investments in equity instruments that do not have a quoted market price in an active market	¥1,575	¥1,959	\$13,985	

The above financial instruments are not included in short-term investments and investment securities described in table (a) because they do not have market values, and it is difficult to estimate future cash flows.

The carrying amounts of investments in unconsolidated subsidiaries and an associated company included in the above table for the years ended March 31, 2016 and 2015, were  $\pm$ 1,112 million (\$9,874 thousand) and  $\pm$ 1,276 million, respectively.

(c) Maturity analysis for financial assets and securities with contractual maturities:

		MILLIONS 0	r ren	
March 31, 2016	Due in 1 Year or Less	Due after 1 Year through 5 Years	Due after 5 Years through 10 Years	Due after 10 Years
Cash and cash equivalents	¥ 67,133	¥ —	¥ —	¥—
Receivables	49,728	944		
Investments in leases	877	1,774	266	
Short-term investments and investment securities	1,424	2,563	126	3
Total	¥1,119,162	¥5,281	¥392	¥ 3

		Millions	of Yen	
March 31, 2015	Due in 1 Year or Less	Due after 1 Year through 5 Years	Due after 5 Years through 10 Years	Due after 10 Years
Cash and cash equivalents	¥ 64,223	¥ —	¥ —	¥—
Receivables	54,146	1,502		
Investments in leases	826	1,699	194	
Short-term investments and investment securities	2,889	1,100	2,329	4
Total	¥122,084	¥4,301	¥2,523	¥ 4
		Thousands of U	J.S. Dollars	
March 31, 2016	Due in 1 Year or Less	Due after 1 Year through 5 Years	Due after 5 Years through 10 Years	Due after 10 Years
Cash and cash equivalents	\$ 596,102	\$ —	\$ —	\$-
Receivables	441,556	8,382		
Investments in leases	7,787	15,752	2,362	

12,644

\$1,058,089

22,758

\$46,892

1,119

\$3,481

27

\$27

Please see Note 5 for annual maturities of long-term debt and long-term lease obligations.

# 15. DERIVATIVES

The Group enters into foreign currency forward contracts, interest rate swap agreements and currency swap agreements. The foreign currency forward contracts and currency swap agreements are designed to hedge certain exposures to foreign exchange rate fluctuations on monetary assets and liabilities denominated in foreign currencies and to manage stabilization of income. The interest rate swap agreements are designed to hedge certain exposures to interest rate fluctuations on long-term debt. The Group does not hold or issue any financial instruments for trading or speculative purposes. Because the counterparties to these derivatives are limited to major international financial institutions, the Group does not anticipate any losses arising from credit risk. Derivative transactions entered into by the Group have been made in accordance with internal policies which regulate the authorization.

# Derivative transactions to which hedge accounting is not applied

Short-term investments and investment securities

Total

There were no derivative transactions to which hedge accounting is not applied for the years ended March 31, 2016 and 2015.

# Derivative transactions to which hedge accounting is applied

	Millions of Yen						
Selling Euro Interest rate swaps (fixed-rate payment, floating-rate receipt) Interest rate and currency swaps (fixed-rate and Japanese yen payment, floating-rate and U.S.\$ receipt)	Hedged Item	Contract Amount	Contract Amount Due after One Year	Fair Value			
Foreign currency forward contracts: Selling Euro	Receivables	¥2,265		*1			
Interest rate swaps (fixed-rate payment, floating-rate receipt)	Long-term debt	19,913	¥14,224	*2			
	Long-term debt	5,349	3,821	*2			
	Long-term debt	3,480	2,486	*2			

		Millions	of Yen	
			Contract Amount	
Selling Euro  Interest rate swaps (fixed-rate payment, floating-rate receipt)  Interest rate and currency swaps (fixed-rate and Japanese yen payment, floating-rate and U.S.\$ receipt)  Interest rate and currency swaps (fixed-rate and Euro payment, floating-rate and U.S.\$ receipt)  At March 31, 2016  Foreign currency forward contracts: Selling Euro  Interest rate swaps (fixed-rate payment, floating-rate receipt)  Interest rate and currency swaps (fixed-rate and Japanese yen payment, floating-rate and U.S.\$ receipt)  Interest rate and currency swaps (fixed-rate and Japanese yen payment, floating-rate and U.S.\$ receipt)  Interest rate and currency swaps (fixed-rate and Japanese yen payment, floating-rate and U.S.\$ receipt)  Interest rate and currency swaps  (fixed-rate and Furn payment)  Long-term debt  Long-term	Contract Amount	Due after One Year	Fair Value	
Foreign currency forward contracts: Selling Euro	Receivables	¥ –		
Interest rate swaps (fixed-rate payment, floating-rate receipt)	Long-term debt	26,404	¥20,618	*2
	Long-term debt	6,878	5,349	*2
	Long-term debt	4,573	3,557	*2
		Thousands of	U.S. Dollars	
At March 31, 2016	Hedged Item	Contract Amount	Contract Amount Due after One Year	Fair Value
Foreign currency forward contracts: Selling Euro	Receivables	\$ 20,112		*1
Interest rate swaps (fixed-rate payment, floating-rate receipt)	Long-term debt	176,816	\$126,301	*2
	Long-term debt	47,496	33,928	*2
	Long-term debt	30,900	22,074	*2

Notes: \*1 Fair value of the Foreign currency forward contract assigned for receivables is included in the fair value of receivables disclosed in Note 12.

\*2 Fair value of interest rate swaps and interest rate and currency swaps, for which special treatment is applied, is included in fair value of the corresponding long-term debt for which hedge accounting is applied disclosed in Note 12.

The fair value of derivative transactions is measured at the quoted price obtained from the financial institution.

The contract or notional amounts of derivatives, which are shown in the above table, do not represent the amounts exchanged by the parties and do not measure the Group's exposure to credit or market risk.

# 16. CONTINGENT LIABILITIES

At March 31, 2016 and 2015, the Group had the following contingent liabilities:

	Millions of	Millions of Yen  2016 2015  ¥ 33 ¥ 39  566 852	Millions of Yen		
	2016	2015	2016		
Guarantees for bank loans drawn by its employees	¥ 33	¥ 39	\$ 293		
Guarantees for lease obligations owed by its customers	566	852	5,026		

# 17. COMPREHENSIVE INCOME

The components of other comprehensive income for the years ended March 31, 2016 and 2015, were as follows:

	Millions o	f Yen	Thousands of U.S. Dollars
	2016	2015	2016
Unrealized (loss) gain on available-for-sale securities:			
Gains arising during the year	¥ (1,516)	¥ 953	\$ (13,461)
Reclassification adjustments to profit or loss	284	0	2,522
Amount before income tax effect	(1,232)	953	(10,939)
Income tax effect	404	(287)	3,587
Total	¥ (828)	¥ 666	\$ (7,352)
Foreign currency translation adjustments:			
Adjustments arising during the year	¥ (7,658)	¥ 1,645	\$ (67,998)
Reclassification adjustments to profit or loss			
Amount before income tax effect	(7,658)	1,645	(67,998)
Income tax effect	(20)	(26)	(178)
Total	¥ (7,678)	¥ 1,619	\$ (68,176)
Defined retirement benefit plan(s):			
Adjustments arising during the year	¥ (6,816)	¥ 3,855	\$ (60,522)
Reclassification adjustments to profit or loss	(427)	1	(3,792)
Amount before income tax effect	(7,243)	3,856	(64,314)
Income tax effect	2,141	(1,223)	19,011
Total	¥ (5,102)	¥ 2,633	\$ (45,303)
Total other comprehensive income	¥(13,608)	¥ 4,918	\$(120,831)

# 18. SUBSEQUENT EVENTS

# (a) Appropriation of Retained Earnings

The following appropriation of retained earnings as of March 31, 2016, was approved at the Company's shareholders' meeting held on June 24, 2016:

	Millions of Yen	U.S. Dollars
Year-end cash dividends, ¥29 (\$0.26) per share	¥1,911	\$16,969

# 19. SEGMENT INFORMATION

Under ASBJ Statement No. 17, "Accounting Standard for Segment Information Disclosures" and ASBJ Guidance No. 20, "Guidance on Accounting Standard for Segment Information Disclosures," an entity is required to report financial and descriptive information about its reportable segments. Reportable segments are operating segments or aggregations of operating segments that meet specified criteria. Operating segments are components of an entity about which separate financial information is available, and such information is evaluated regularly by the chief operating decision maker in deciding how to allocate resources and in assessing performance. Generally, segment information is required to be reported on the same basis as is used internally for evaluating operating segment performance and deciding how to allocate resources to operating segments.

# 1. Description of reportable segments

The Group's reportable segments are those for which separate financial information is available and regular evaluation by the Company's management is being performed in order to decide how resources are allocated among the Group. Therefore, the Group consists of the following segments: Financial market, Retail and Transportation market, Amusement market and Overseas market. Financial market consists of sales and maintenance services to domestic financial institutions, OEM clients, and others. Retail and Transportation market consists of sales and maintenance services to domestic supermarkets, department stores, cash-intransit companies, railroad companies, and others. Amusement market consists of sales and maintenance services to domestic amusement halls. Overseas market consists of sales and maintenance services to overseas financial institutions, cash-in-transit companies, retail stores, casinos, OEM clients, and others.

- 2. Methods of measurement for the amounts of sales, profit (loss), assets and other items for each reportable segment
  - The accounting policies of each reportable segment are consistent with those disclosed in Note 2, "Summary of Significant Accounting Policies." Income by reportable segment is operating income.
- 3. Change in the method of translating revenue and expense accounts of foreign subsidiaries As stated in the "ACCOUNTING CHANGE," prior to April 1, 2015, the revenue and expenses of foreign subsidiaries are translated into Japanese yen using the current exchange rate on the date of closing of the relevant foreign subsidiary. Effective April 1, 2015, however, the Company changed the above method to a method of translation into yen using the average foreign exchange rate for the fiscal year. This accounting policy change was applied retrospectively and the consolidated financial statements for the year ended March 31, 2015, were restated. The effects of this accounting policy change for 2015 were as follows: Segment information for the year ended March 31, 2015—"Sales" decreased by ¥4,618 million and "Segment profit" decreased by ¥485 million in the Overseas Market.
- 4. Information about sales, profit (loss), assets, and other items is as follows.

38,635

1,928

¥ 2.230

26,203

1,251

¥ 1.503

Segment assets\*

Amortization

of goodwill Increase in property,

plant and equipment

and intangible assets

Other: Depreciation

_					Millions of Yen				
					2016				
=		Re	portable Segme	nt					
-	Financial Market	Retail and Transportation Market	Amusement Market	Overseas Market	Total	Other	Total	Reconciliations	Consolidated
Sales:									
Sales to external customers	¥51,339	¥38,616	¥21,506	¥105,596	¥217,057	¥ 9,895	¥226,952	¥ —	¥226,952
Intersegment sales or transfers									
Total	51,339	38,616	21,506	105,596	217,057	9,895	226,952		226,952
Segment profit	6,741	3,657	1,112	9,225	20,735	(183)	20,552		20,552
Segment assets*	36,291	27,535	20,975	158,426	243,227	10,392	253,619	68,054	321,673
Depreciation	1,820	1,317	1,566	5,097	9,800	528	10,328		10,328
Amortization of goodwill				5,054	5,054		5,054		5,054
Increase in property, plant and equipment and intangible assets	¥ 2,007	¥ 1,424	¥ 1,433	¥ 4,034	¥ 8,898	¥ 679	¥ 9,577	¥ –	¥ 9,577
_					Millions of Yen				
					2015				
_		Re	portable Segme	nt					
	Financial Market	Retail and Transportation Market	Amusement Market	Overseas Market	Total	Other	Total	Reconciliations	Consolidated
Sales:									
Sales to external customers	¥48,117	¥29,886	¥25,432	¥104,241	¥207,676	¥14,680	¥222,356	¥ —	¥222,356
Intersegment sales or transfers									
Total	48,117	29,886	25,432	104,241	207,676	14,680	222,356		222,356
Segment profit	5,502	2,464	2,461	8,057	18,484	210	18,694		18,694

183,078

4,790

4,938

¥ 2,179

22,677

1,583

¥ 1,502

270,593

9,552

4,938

¥ 7,414

13.998

798

¥ 1.086

284,591

10,350

4,938

¥ 8.500

62,023

346,614

10,350

4,938

8.500

				Thou	sands of U.S. Do	llars			
					2016				
-		Re	portable Segme	nt					
	Financial Market	Retail and Transportation Market	Amusement Market	Overseas Market	Total	Other	Total	Reconciliations	Consolidated
Sales:									
Sales to external customers	\$455,860	\$342,888	\$190,961	\$937,631	\$1,927,340	\$87,862	\$2,015,202	\$ -	\$2,015,202
Intersegment sales or transfers									
Total	455,860	342,888	190,961	937,631	1,927,340	87,862	2,015,202		2,015,202
Segment profit	59,856	32,472	9,874	81,913	184,115	(1,625)	182,490		182,490
Segment assets* Other:	322,243	244,494	186,246	1,406,731	2,159,714	92,275	2,251,989	604,280	2,856,269
Depreciation	16,161	11,694	13,905	45,258	87,018	4,689	91,707		91,707
Amortization of goodwill				44,877	44,877		44,877		44,877
Increase in property, plant and equipment and intangible assets	\$ 17,821	\$ 12,644	\$ 12,724	\$ 35,820	\$ 79,009	\$ 6,029	\$ 85,038	\$ -	\$ 85,038

Note: \*Reconciliations of segment assets are corporate assets of ¥68,054 million (\$604,280 thousand) and ¥62,023 million for the years ended March 31, 2016 and 2015, respectively, consisting principally of surplus funds of the Group.

# 5. Information about products and services

		Millions	of Yen		
		201	6		
	Money Handling Machines and Cash Management Systems	Vending Machines and Automatic Service Equipment	Other Goods and Products	Total	
Sales to external customers	¥172,607	¥36,321	¥18,024	¥226,952	
		Millions	of Yen		
		201	5		
	Money Handling Machines and Cash Management Systems	Vending Machines and Automatic Service Equipment	Other Goods and Products	Total	
Sales to external customers	¥164,733	¥39,955	¥17,668	¥222,356	
		Thousands of	U.S. Dollars		
		201	16		
	Money Handling Machines and Cash Management Systems	Vending Machines and Automatic Service Equipment	Other Goods and Products	Total	
	\$1,532,650	\$322,509	\$160,043	\$2,015,202	

# 6. Information about geographical areas

# (a) Sales

			2016		
Tota	Europe	Americas Excluding United States of America	United States of America	Asia/Oceania	Japan
¥226,952	¥45,830	¥6,218	¥34,054	¥19,494	¥121,356
		Yen	Millions of		
			2015		
Tota	Europe	Americas Excluding United States of America	United States of America	Asia/Oceania	Japan
¥222,356	¥44,006	¥5,292	¥30,783	¥24,160	¥118,115
		S. Dollars	Thousands of U.		
			2016		
Tota	Europe	Americas Excluding United States of America	United States of America	Asia/Oceania	Japan
\$2,015,202	\$406,944	\$55,212	\$302,380	\$173,095	\$1,077,571

Note: Sales are classified by country or region based on the location of customers.

# (b) Property, plant and equipment

		Millions of Yen		
		2016		
Total	Europe	Americas	Asia/Oceania	Japan
¥35,833	¥1,453	¥1,144	¥1,980	¥31,256
		Millions of Yen		
		2015		
Total	Europe	Americas	Asia/Oceania	Japan
¥35,509	¥1,405	¥1,377	¥1,469	¥31,258
		ousands of U.S. Dollars	The	
		2016		
Total	Europe	Americas	Asia/Oceania	Japan
\$318.177	\$12,903	\$10.158	\$17.581	\$277.535

# 7. Information about major customers

Information about major customers is not shown since outside sales for major customers accounted for less than 10% of operating revenue on the consolidated statements of income.

8. Information about impairment losses of assets by reportable segment
In this fiscal year ended March 31, 2016, there is no impairment losses of assets. Information about
impairment losses of assets by reportable segment for the fiscal year ended March 31, 2015 was as follows:

	Millions of Yen											
	2015											
_		Re	portable Segment	İ								
	Financial Market	Retail and Transportation Market	Amusement Market	Overseas Market	Total	Other	Total Reconciliations	Consolidated				
Impairment losses of assets	¥26	¥23	¥15		¥64	¥11	¥75	¥75				

9. Information about amortization of goodwill and unamortized balance by reportable segment

				Millions of Yen						
_				2016						
_	R	eportable Segme	nt							
_	Retail and Financial Transportation Market Market	Amusement Market	Overseas Market	Total	Other	Total	Reconciliations	Consolidated		
Amortization of goodwill			¥ 5,054	¥ 5,054		¥ 5,054		¥ 5,054		
Goodwill at March 31, 2016			63,797	63,797		63,797		63,797		
				Millions of Yen						
				2015						
	Reportable Segment									
	Retail and Financial Transportation Market Market	Amusement Market	Overseas Market	Total	Other	Total	Reconciliations	Consolidated		
Amortization of goodwill			¥ 4,938	¥ 4,938		¥ 4,938		¥ 4,938		
Goodwill at March 31, 2015			74,790	74,790		74,790		74,790		
	Thousands of U.S. Dollars									
				2016						
	Reportable Segment									
	Retail and Financial Transportation Market Market	Amusement Market	Overseas Market	Total	Other	Total	Reconciliations	Consolidated		
Amortization of goodwill			\$ 44,877	\$ 44,877		\$ 44,877		\$ 44,877		
Goodwill at March 31, 2016			566,480	566,480		566,480		566,480		

# Deloitte.

Deloitte Touche Tohmatsu LLC Meijiyasudaseimei Kobe Building 8-3-5, Isogami-dori, Chuo-ku Kobe 651-0086

Tel: +81 (78) 221 8161 Fax: +81 (78) 221 8225 www.deloitte.com/jp

## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of GLORY LTD.:

We have audited the accompanying consolidated balance sheet of GLORY LTD. and its consolidated subsidiaries as of March 31, 2016, and the related consolidated statements of income, comprehensive income, changes in equity, and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information, all expressed in Japanese yen.

# Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in Japan, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

# Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in Japan. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## 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 consolidated subsidiaries as of March 31, 2016, and the consolidated results of their operations and their cash flows for the year then ended in accordance with accounting principles generally accepted in Japan.

# Convenience Translation

Our audit also comprehended the translation of Japanese yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made in accordance with the basis stated in Note 1 to the consolidated financial statements. Such U.S. dollar amounts are presented solely for the convenience of readers outside Japan.

Deloitte Touche Tohnaten LLC.

June 24, 2016

Member of Deloitte Touche Tohmatsu Limited