

SPECIAL FEATURE STREAMLINING THE RETAIL INDUSTRY — JAPAN

Coin and banknote recyclers for cashiers (“recyclers”) are machines interfaced to cash registers that count cash received from customers and dispense exact change. Since developing the industry’s first such machines in 1992, GLORY has supplied recyclers to supermarkets and other retailers. Cumulative sales have reached approximately 273,000 units*, and GLORY is the market share leader for these products in Japan.

*Cumulative unit sales of RT series coin recyclers as of March 31, 2016



TAKING COIN AND BANKNOTE RECYCLERS FOR CASHIERS TO THE NEXT

REVOLUTIONIZING CASH REGISTER WORK

Demand for recyclers spread nationwide in step with the spread of electronic cash registers in Japan, and these machines have completely transformed the nature of cash register work at supermarkets. In particular, recyclers revolutionized cumbersome cash register operation through the automation of cash counting, which had previously been done manually, and the attendant increase in operating speed.

Since launching the first recyclers, GLORY has made continuous modifications and improvements. Reflecting user needs in product development and pursuing greater efficiency in cash register operation has resulted in steadily increasing unit sales, and sales of recyclers in the year ended March 2016 exceeded ¥10 billion for the first time.

GLORY recyclers have features that make operation simple even for persons with no previous cash register experience. For instance, they are equipped with the industry’s first color liquid crystal display, on which cash in drawer can be confirmed. And, if a problem occurs, the operator can refer to on-screen error reset guidance and quickly restore normal operation. This reduces stress and enables operators to focus on customer engagement.

Retailers in Japan are having trouble attracting workers due to a labor shortage. GLORY recyclers benefit retailers by enabling newly hired cash register operators to make an immediate contribution and promoting worker retention.

SALES OF COIN AND BANKNOTE RECYCLERS FOR CASHIERS



RT-50/RAD-50



RT-200/RAD-200



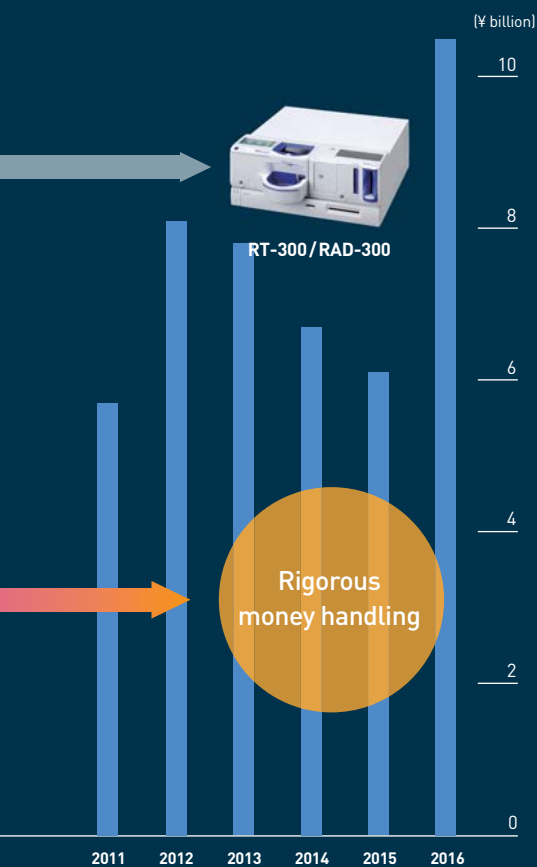


GREATER NEED FOR RIGOR IN MONEY HANDLING

In addition to improving efficiency, recyclers contribute greatly to rigor in cash register operation. The use of recyclers in cash register work eliminates erroneous money handling caused by operator mistakes. In addition, only the persons who hold keys to the register can access the cash inside the machine. The RT/RAD-300 series, the fifth generation of GLORY recyclers, records a complete operation log that includes transaction histories and opening and closing of the cash storage unit, and log information can be viewed on the display.

GLORY is increasing sales to restaurants and specialty stores by taking advantage of this contribution to greater rigor in cash register operation, a key advantage of GLORY recyclers. To date, GLORY recyclers have been introduced at major coffee shop chains, restaurant chains, and other food service outlets, drugstores, and clothing and other specialty stores. Future plans call for developing new customers, mainly convenience stores and other business categories where the introduction rate is low, in addition to restaurants and specialty stores.

STAGE



Denny's

Denny's is a family restaurant chain that operates around 390 restaurants*, mainly in Tokyo and its suburbs. The restaurants, which operate 24 hours a day, 365 days a year, use GLORY recyclers.

*As of February 1, 2016



Nishimatsuya

Nishimatsuya is an infant and babies and children store chain that operates approximately 890 stores* nationwide. To offer affordable prices, the company rigorously pursues store operating efficiency. It has introduced GLORY recyclers as an efficiency improvement measure.

*As of February 20, 2016

SPECIAL FEATURE

STREAMLINING THE RETAIL INDUSTRY — OVERSEAS

MODERN COMPETITIVE EFFICIENCIES FOR OVERSEAS RETAILERS

In the 2017 Medium-Term Management Plan, GLORY has made business expansion in the retail market an overseas business strategy. The key product in overseas retail markets is the CASHINFINITY™ cash management system.

At many retail outlets in our overseas markets, cash management is done manually, even today. For this reason, there is an increasing need for greater efficiency and enhanced security in cash management at retail outlets ranging from supermarkets and hypermarkets to specialty stores and restaurants.

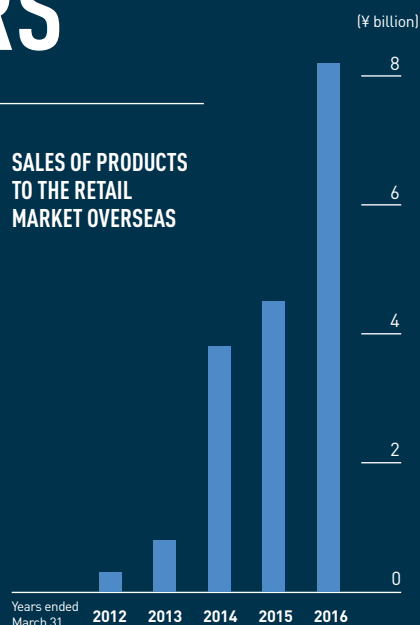
To meet that need GLORY developed the CASHINFINITY system in 2011, which takes advantage of the technologies we have long cultivated and applied to products for the retail market in Japan and products for overseas financial institutions.

The CASHINFINITY system enables retailers to perform all cash management operations in the stores without employees directly handling cash. This dramatically improves efficiency in manual tasks such as calculation of sales proceeds and change for customers and offers tremendous benefits in increasing rigor and security in cash management. The CASHINFINITY

system also offers excellent versatility and is capable of supporting every type of sales checkout method, including self-checkout. Furthermore, the system can ascertain in real time the amount of cash in the store and optimize cash flow. With black as the keynote color, the stylishly designed system blends in naturally with any store interior.

Recently, GLORY has expanded the distribution territory for the CASHINFINITY from primarily retail markets in Europe to those in the other areas of the world.

SALES OF PRODUCTS TO THE RETAIL MARKET OVERSEAS



CASHINFINITY is a registered trademark of GLORY LTD. (in Japan, Europe, the USA and other countries)

CI-100

Reconcile day sales proceeds and prepares change funds without cashiers ever touching cash.

Back office

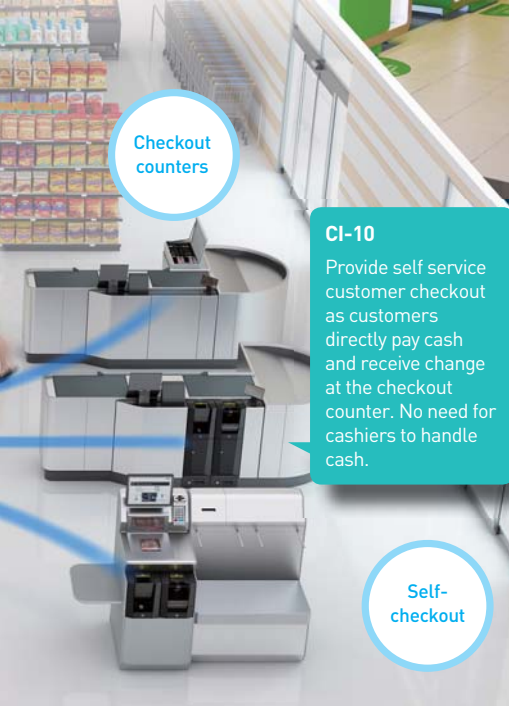
CI-SERVER

Monitor real-time inventory of CI-10 and CI-100 cash balances.

The interface cassette

Provide "touch-less" cash transport of sales proceeds and change funds.

To learn more about CASHINFINITY, visit <http://www.cashinfinity.net/>



Checkout counters

CI-10

Provide self service customer checkout as customers directly pay cash and receive change at the checkout counter. No need for cashiers to handle cash.

Self-checkout

DELIVERING A WIN-WIN FOR EUROPE'S RETAILERS AND CUSTOMERS



Head of Retail Europe
Glory Global Solutions
Hagen Hoehl

Cash management in retail is a new topic in the Europe, at the bottom of its adoption curve. GLORY CASHINFINITY™ solutions ("CI solutions") reduce labor costs and give employees more time for the customers, and, in combination with partner solutions for self-checkout, they are helping to create an attractive new shopping experience. Finally, they can reduce or eliminate security risks and protect employees, customers, and property. For retailers such as bakeries and pharmacies, cash management offers greater hygiene.

WAYS TO EXPAND SALES OF CASHINFINITY

In the last two years, we have moved to a direct sales approach with specialized sales people who build relationships with major and medium-size retailers based on GLORY's lead as a cash management solution and service provider. With key POS software/hardware vendors we are opening doors to the huge small retail market (bakeries, pharmacies, butchers, smaller stores). And, we educate the service engineers to support the CI

solutions and service all direct and indirectly sold solutions.

We developed marketing tools like brochures, videos, etc. and a return-on-investment calculator. This tool is our samurai sword—a real killer application: With the retail store's data, we can show the process optimization and return on investment when using CI solutions, which leads to pilot installations and deals.

GLORY is already piloting and selling to more than half of the top 20 European retail companies. GLORY is now known as a direct solution and service provider, and we have a great reputation among our existing customers. We are also setting up a strong partner sales structure, to bring GLORY CI solutions to smaller customers.

No other competitor has such a flexible, combinable, stable and price-worthy set of solutions for retail cash management—no one. But, the competition is not sleeping, either. We are working with the Japanese solution team to improve the great products. With excellent teamwork, an expanding solution portfolio, and new innovations, we plan to keep GLORY cash management solutions No. 1 in Europe.