

SEGMENT INFORMATION

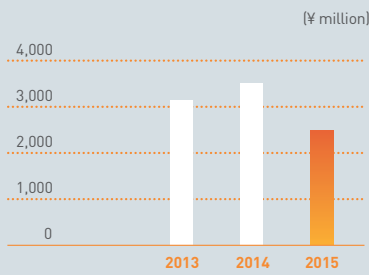
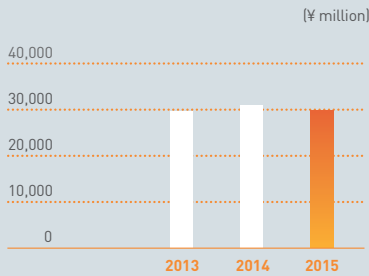
AT A GLANCE



	OVERSEAS MARKET	FINANCIAL MARKET																
CONTRIBUTION TO TOTAL NET SALES (Year ended March 31, 2015)	48.0%	21.2%																
NET SALES (Years ended March 31)	(¥ million) <table border="1"> <tr><th>Year</th><th>Net Sales (¥ million)</th></tr> <tr><td>2013</td><td>~65,000</td></tr> <tr><td>2014</td><td>~95,000</td></tr> <tr><td>2015</td><td>~105,000</td></tr> </table>	Year	Net Sales (¥ million)	2013	~65,000	2014	~95,000	2015	~105,000	(¥ million) <table border="1"> <tr><th>Year</th><th>Net Sales (¥ million)</th></tr> <tr><td>2013</td><td>~40,000</td></tr> <tr><td>2014</td><td>~40,000</td></tr> <tr><td>2015</td><td>~45,000</td></tr> </table>	Year	Net Sales (¥ million)	2013	~40,000	2014	~40,000	2015	~45,000
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MAJOR CUSTOMERS	Financial institutions, cash-in-transit companies, retail stores, casinos and OEM clients.	Financial institutions and OEM clients in Japan.																
MAIN PRODUCTS AND GOODS	Banknote recyclers for tellers, banknote sorters, banknote and check deposit modules for ATMs, banknote counters, coin and banknote recyclers, coin wrappers.	Open teller systems, coin and banknote recyclers for tellers, coin recycling modules for ATMs, multi-functional banknote changers, cash monitoring cabinets, security storage systems.																



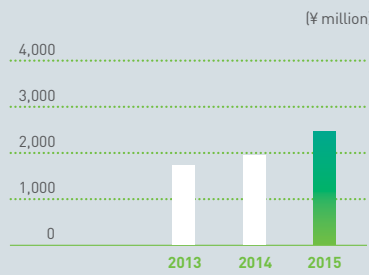
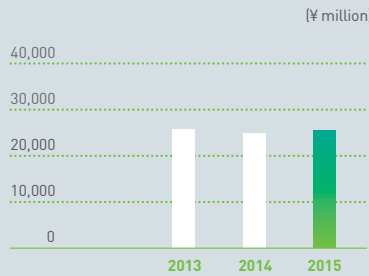
RETAIL AND TRANSPORTATION MARKET



Supermarkets, department stores, cash-in-transit companies and railroad companies in Japan.

Coin and banknote recyclers for cashiers, sales proceeds deposit machines, multi-functional banknote changers, cash recyclers for gas stations, coin-operated lockers.

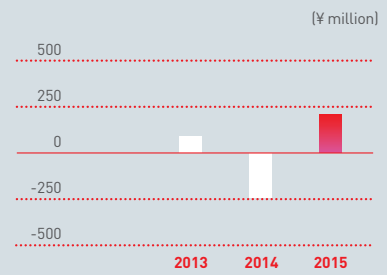
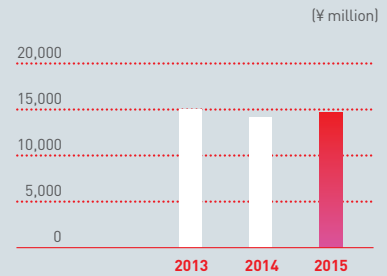
AMUSEMENT MARKET



Amusement halls (pachinko parlors) in Japan.

Card systems for pachinko parlors, banknote conveyor systems, pachinko prize dispensing machines, pachinko ball counters for each pachinko machines, membership management systems for pachinko parlors, pachinko ball/token counters.

OTHERS



Tobacco shops, tobacco companies, hospitals, local governments and general companies in Japan.

Cigarette vending machines, ticket vending machines, banknote recycling modules for horse race ticket vending machines, medical payment kiosks, RFID self-checkout systems for cafeterias, ballot sorters for handwritten ballots.

OVERSEAS MARKET



The main customers in this business segment are primarily financial institutions, cash-in-transit companies, and casinos. The major products are banknote recyclers for tellers at financial institutions, banknote sorters for use at financial institutions and cash-in-transit companies, and banknote deposit modules for ATMs, which are sold as OEM products. In recent years, there has been an increase in sales of cash recycling systems in the retail market.

Market Environment and Operating Results

In the United States, a sustained economic recovery trend prompted North American financial institutions to invest in new equipment and facilities. By leveraging the assets that it has built over many years, including its ability to provide solutions and its comprehensive product range, GLORY sought to deeply penetrate the market and win large orders. The result was increased sales, especially of banknote recyclers for tellers.

In Europe, we expanded sales of banknote recyclers for tellers in financial institutions and cash recycling systems for the retail market. This growth was the result of marketing initiatives targeting specific products and individual countries, especially eurozone countries that are achieving gradual economic recoveries.

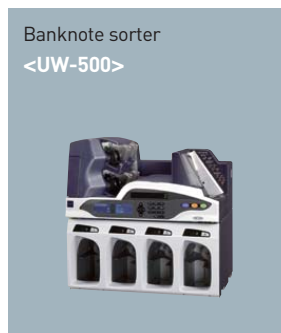
In Asia, we saw economic slowdowns in China and other emerging countries. However, in India, sales of banknote sorters remained strong, thanks to an increased need for products to identify unfit banknotes amid the growth of currency in circulation. On the other hand, sales in China slowed because of escalating market competition.

In the OEM product area, we recorded slower sales of banknote deposit modules for ATMs, which are among our main products. This resulted in part from increased demand for banknote recycling modules for ATMs.

These factors, together with the effect of a weaker yen, were reflected in net sales of ¥108,859 million in the Overseas Market segment, a year-on-year increase of 5.7%. Operating income was 14.5% higher at ¥8,543 million.

Strategies and Initiatives Going Forward

We will implement regional strategies based on analyses of market trends in each region. In Europe and the Americas, we are targeting further growth in sales of products for use in branches of financial institutions, while also working to increase sales of products for the retail market. In Asia, we aim to expand our earnings by strengthening our direct sales and maintenance networks. Our focus in the OEM category will be on the expansion of new product sales.





FINANCIAL MARKET

In the Japanese market, financial institutions are our main customers. Key products include open teller systems, coin and banknote recyclers for tellers and money changers for bank lobbies. In addition to these main products, other GLORY products include security storage systems designed for the storage and management of business forms, documents and other important materials, and image scanners used to digitize business documents. Some GLORY products are also provided as OEM products to large system makers. The Financial Market segment is GLORY's largest business segment in Japan, where our main products have captured a market share exceeding 70%.

Market Environment and Operating Results

Financial institutions in Japan are increasingly strengthening their business structures. In particular, they are extending business hours at their branches, establishing new types of branches, and expanding their business infrastructure. GLORY responded to an increasing need for efficiency improvements in branches of financial institutions by targeting increased sales of products for the cash, non-cash and document processing (DP) sectors.

In the cash sector, we effectively captured replacement demand and developed new customers for our open teller systems. This was reflected in steady sales of the entire product series, including a standard type launched in November 2014, as well as a compact type for use in small- and medium-sized branches.

In the non-cash sector, sales of security storage systems used to support efficient management of passbooks, keys and other important items were lower than hoped. However, we recorded increased sales of the electronic data entry tablet launched in 2013, that allows customers to create forms using a touch panel. The product was developed in response to a need for improved customer service and

operational efficiency in the branches of major banks and regional banks.

In the DP sector, sales of image scanners used to digitize documents in branches of financial institutions remained slow, despite marketing efforts.

Net sales in the Financial Market segment increased by 5.4% year on year to ¥48,117 million. Operating income was 36.5% higher at ¥5,502 million.

Strategies and Initiatives Going Forward

We will work to expand markets for open teller systems, our flagship products, and coin and banknote recyclers for tellers, through continuing efforts to capture replacement demand and develop new customers. As for the non-cash sector products, we will work to expand sales of security storage systems by offering them as part of total systems that include money handling machines.

Open teller system
<WAVE Pro>



Security storage system
<BK-200>



Electronic data entry tablet





RETAIL AND TRANSPORTATION MARKET

GLORY's main customers in this business segment are supermarkets and cash-in-transit companies. The key products include coin and banknote recyclers for cashiers at supermarkets, drugstores and specialty stores, and sales proceeds deposit machines used to manage sales proceeds at department store and shopping mall cashier counters. We also offer sales proceeds deposit machines adapted for use by cash-in-transit companies. GLORY also supplies public transportation companies with cash recyclers, which count and deposit money received and dispense change at ticket counters, and coin-operated lockers.

Market Environment and Operating Results

Rapid changes are occurring in the Japanese retail market as companies work on strengthening their competitiveness through business mergers and partnerships, and improving earnings by closing unprofitable outlets to improve earnings. Conditions remained harsh, as evidenced by the weakness of consumer spending due to the lingering impact of the April 2014 consumption tax hike. In this environment, GLORY sought to capture replacement demand and develop new customers for coin and banknote recyclers for cashiers and sales proceeds deposit machines as tools for improving the efficiency and rigor of currency handling.

Despite our efforts to win replacement demand from major supermarket chains and other retailers, sales of coin and banknote recyclers for cashiers remained slow as the retail industry tended to postpone capital investment mainly due to the impact of the consumption tax hike. However, we succeeded in developing new customers, including restaurants and specialty stores, through marketing activities targeting industries in which these

systems have not yet been introduced.

We also worked to capture replacement demand for sales proceeds deposit machines. As with coin and banknote recyclers for cashiers, however, sales remained slow because of the consumption tax hike and other factors.

These factors were reflected in the financial results: Net sales declined by 3.6% year on year to ¥29,886 million, and operating income fell by 29.9% to ¥2,464 million.

Strategies and Initiatives Going Forward

We aim to expand sales by implementing industry-specific product development and marketing strategies. With regard to coin and banknote recyclers for cashiers, our focus will be the capture of replacement demand from existing customers, especially supermarkets, as well as the development of new customer segments where these products have not yet been introduced. As for the sales proceeds deposit machines, we will focus our efforts on capturing of replacement demand by strengthening the promotion of new products and by working closely with cash-in-transit companies.

Coin and banknote recycler for cashiers
<RT-300/RAD-300>



Banknote, coin and gift-certificate depositing machine
<DS-N770>



AMUSEMENT MARKET



Our main customers in this business segment are amusement halls (pachinko parlors). Core products in this market are peripherals of game machines such as pachinko and pachislot; specifically, pachinko ball and token dispensers and counters, pachinko prize dispensing machines and prepaid card systems for in-store sales management.

Market Environment and Operating Results

The amusement market has been affected by the diversification of leisure activities and the slow recovery of consumer spending after the consumption tax hike in April 2014. Conditions remain harsh, including a continuing decline in the number of pachinko parlor customers. Although the number of pachinko parlors is also shrinking, the number of game machines installed has remained level, and there has been an increase in the number of large-scale pachinko parlors having over 500 machines.

One of GLORY's key product in this market is card systems. Due to the consumption tax hike, pachinko ball dispensers, a component of the card systems, needed to be redesigned to change the number of balls dispensed, resulting in the increase of replacement demand from pachinko parlors for the dispensers, in the year ended March 2015. To respond to such demand, we strengthened our sales activities by expanding the range of pachinko ball dispensers that are adaptable to such tax change. As a result, we were able to capture replacement demand from

existing customers, and sales of pachinko ball dispensers were strong. However, sales of membership management systems and pachinko prize dispensing machines were slow, in part because of a decline in the number of new pachinko parlors opened, and overall sales were around the same as in the previous year.

As a result, net sales increased by 2.5% year on year to ¥25,433 million, and operating income rose by 26.3% to ¥2,461 million.

Strategies and Initiatives Going Forward

We aim to expand sales of our main products by capturing large orders and developing new customers through closer collaboration among GLORY Group companies. At the same time, we will strengthen our organizational structure pertaining to new product planning and development.

Pachinko ball counter
<JCP-200>



Pachinko prize dispensing machine
<JK-300>



OTHERS



“Others” consists of the products not covered by GLORY’s four reportable segments. Some examples are cigarette vending machines, medical payment kiosks for hospitals, ticket vending machines, and election-related products for government offices, such as ballot sorters for handwritten ballots. New businesses, such as facial recognition, are also included in this category.

Market Environment and Operating Results

While the number of cigarette vending machines in use is tending to decline, expanded marketing activities for new products allowed us to capture replacement demand, resulting in strong sales.

In the area of card-related products, both the number of e-money cards issued and the number of transactions settled using those cards are expanding. A major advantage GLORY has in this market is our ability to provide total support, from the sale of terminals to support services for settlement processing, using our own information processing center. By leveraging this advantage in our marketing activities, we were able to expand our sales of IC card reader/writers for e-money to restaurant chains and department stores.

Sales of medical payment kiosks for hospitals election ballot sorters for use in government offices were lower year on year because of an adverse effect from large orders received in the previous year.

In the new area of face recognition systems, we were able to increase the number of units installed as access control systems for condominium

buildings and hotels by strengthening collaboration between our product development and marketing activities.

As a result, net sales increased by 3.7% year on year to ¥14,680 million, while operating income improved to ¥210 million, compared with a ¥241 million operating loss in the previous year.

Strategies and Initiatives Going Forward

We will capture replacement demand for cigarette vending machines by stepping up our marketing to cigarette manufacturers. Also, in anticipation of a law change in April 2016 that will require a wider range of hospitals to issue itemized treatment statements, we plan to expand our range of medical payment kiosks and intensify our marketing activities with the aim of developing new customers. In the area of card-related products, we will target increased sales of by making joint proposals with e-money issuers and POS system makers. As for the facial recognition system, our new business, we aim to strengthen development-marketing collaboration toward the early commercialization of the business.

