

SEGMENT INFORMATION AT A GLANCE



OVERSEAS MARKET

FINANCIAL MARKET

CONTRIBUTION TO TOTAL NET SALES
(Year ended March 31, 2014)



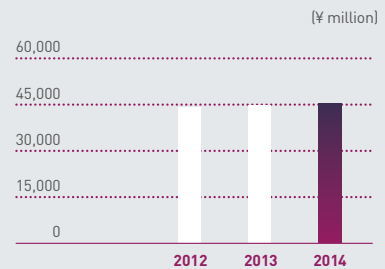
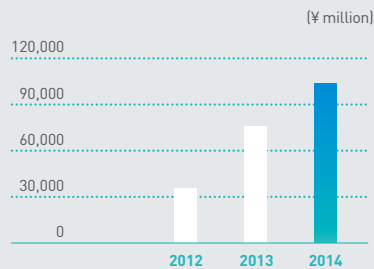
47.1%



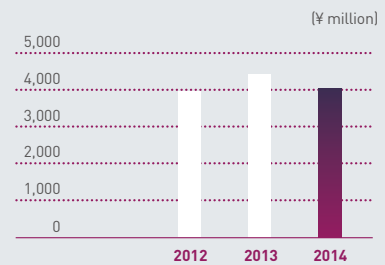
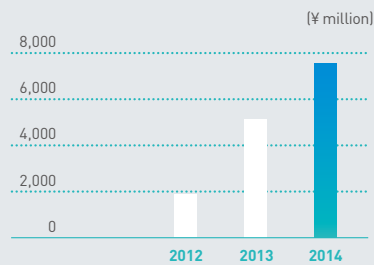
20.9%



NET SALES
(Years ended March 31)



OPERATING INCOME
(Years ended March 31)



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.

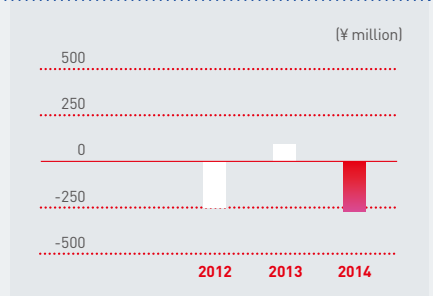
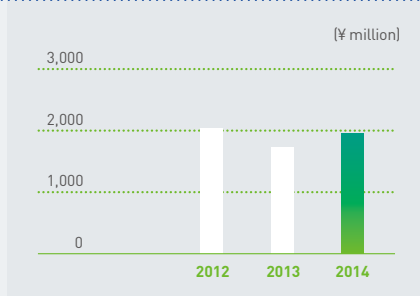
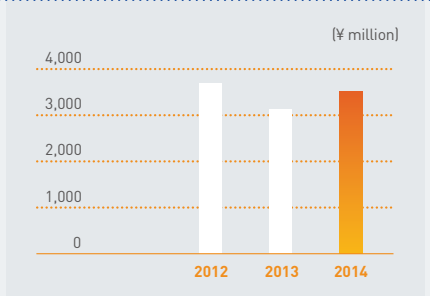
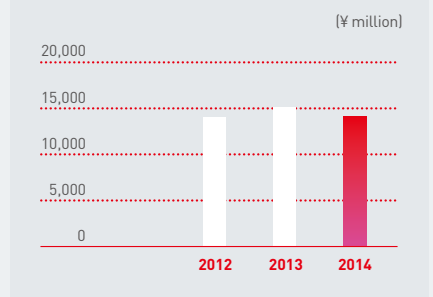
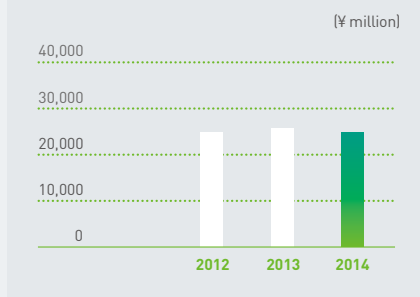
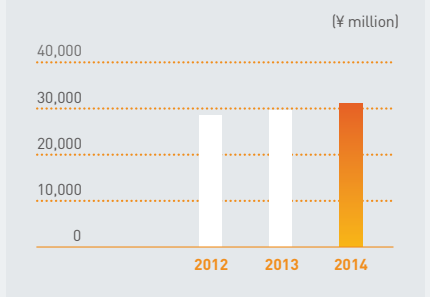
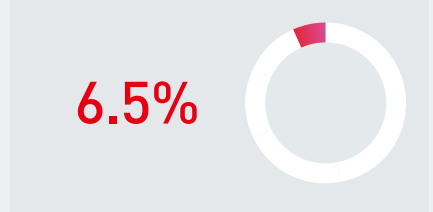
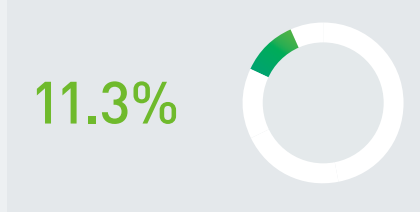
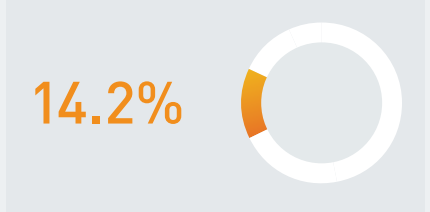
Open teller systems, coin and banknote recyclers for tellers, coin recycling modules for ATMs, multi-functional banknote changers, cash monitoring cabinets, security storage systems.



RETAIL AND TRANSPORTATION MARKET

AMUSEMENT MARKET

OTHERS



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

Amusement halls (pachinko parlors) in Japan.

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

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

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

Customers in this market include primarily foreign financial institutions, cash-in-transit companies, casinos and the retail industry. The major products are banknote recyclers for use by tellers at financial institutions (to recycle banknotes), banknote sorters for use by financial institutions and cash-in-transit companies (to detect counterfeits and sort banknotes) and banknote deposit units for ATMs, which are sold as OEM products.

→ Main Products of Focus

Banknote Recycler for Tellers

In recent years, financial institutions in Europe and North America have increasingly installed banknote recyclers for tellers in their branches to improve counter services. These systems enhance the efficiency and rigor of operations that require staff to handle cash.

The key to GLORY's excellent reputation in the teller system

market is its ability to offer solutions based on setups optimized for each customer. We plan to encourage customers that currently use banknote dispensers to update their equipment, and to strengthen our marketing operations in the countries where the amount of banknotes in circulation is high.



Banknote recycler for tellers
<RBG-200>



Cash recycling system
<CI-100>

CASHINFINITY® Retail Solution System

In Europe, many supermarkets and other retailers count their receipts and prepare change funds manually. However, in recent years, there is a growing need for cash management systems, such as cash recycling system.

We are responding to this situation by featuring in our sales efforts the CASHINFINITY® system, which allows all tasks from the

receipt of payments at the cash register to the calculation of sales proceed to be carried out without the need to handle cash. This retail solution system contributes to the improvement of both efficiency and rigor in operation. We aim to expand sales of this system through market development efforts focusing primarily on Europe and North America.



FINANCIAL MARKET

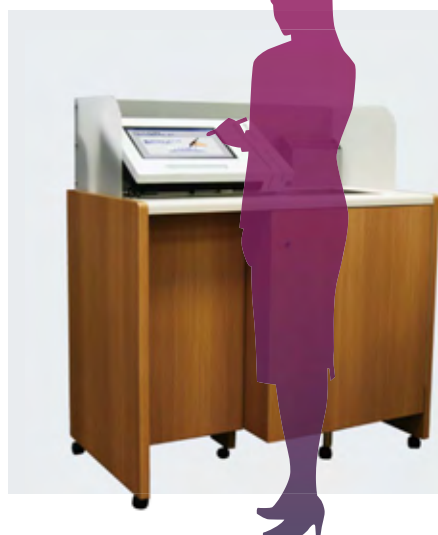
In the Japanese market, financial institutions are our main customers. Key products include open teller systems (for managing receipts and disbursements of money at bank branches), coin and banknote recyclers for tellers (used in the deposit and dispensing of money at bank counters) and money changers (for bank lobbies). Other GLORY products are used in the centralized money processing centers of financial institutions. Some of GLORY products are also provided as OEM products to large system makers. The financial market is GLORY's primary market, where our core products have enjoyed a market share exceeding 70% in Japan.

→ Main Products of Focus

Compact Open Teller System

In recent years, financial institutions, especially regional banks, are seeking ways to improve their earnings such as by operating branches with fewer staff, and there is a growing need for stricter management of operational risk at these branches. Against this backdrop, open teller systems are increasingly being installed not only in large branches but also in small and medium-sized outlets.

This trend is being driven by the WAVE C30 Series of compact open teller systems. While providing the same functions as standard type systems, these space-saving products are compact enough for installation in small and medium-sized branches. We will continue to develop untapped markets by offering solutions that precisely match customer needs.



Electronic Data Entry Tablet

In addition to money handling machines, GLORY is also working to expand sales of non-cash sector products. In December 2013, we introduced electronic data entry tablet with LCD touch panel for use by bank customers to prepare various financial slips. Because bank customers can enter the required information by following the on-screen instructions, forms

can be completed more quickly than handwriting and without omissions.

We aim to expand sales of this product to financial institutions in Japan, which are eager to improve customer service and administrative efficiency.



RETAIL AND TRANSPORTATION MARKET

GLORY's key products in this market 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 coin-operated lockers and cash recyclers, which count and deposit money received and dispense change at ticket counters.

→ Main Products of Focus



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

Wrapped coin monitoring drawer
<WD-300>



Coin and Banknote Recycler for Cashiers

In recent years, coin and banknote recyclers for cashiers are being installed not only by supermarkets, but also by restaurants, drug stores and specialty stores because of the increasing need to tighten cash management.

In June 2013, we launched the Models RT-300 and RAD-300, which are equipped with large-size color LCD screen and provides

further functionality enhancements compared with earlier models. The use of coin and banknote recyclers for cashiers continues to expand, and we plan to step up our proposal-based marketing activities in untapped markets.

Multi-functional Cash Management Station

Amid the recent labor shortage trend in the retail industry, retail companies are targeting improvements in their back office efficiency and requiring each employee to handle multiple tasks.

The DSR-200 Multi-functional Cash Management Station supports deposit of sales proceeds and preparation of change funds in a single unit that can be operated

directly by cashiers without the need for dedicated operators. As a product designed to enhance rigorous cash management, the DSR-200 will contribute to the solution of problems affecting the retail stores. We will actively offer this product to retailers that are looking for ways to operate with smaller staff.



Multi-functional cash management station
<DSR-200>





AMUSEMENT MARKET

Our main customers in this market are 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, money changers and prepaid card systems for in-store sales management.

→ Main Products of Focus

EXSIM Cloud-Type Pachinko Parlor Total System

Pachinko parlors are uniquely Japanese gaming facilities where people can enjoy playing on pachinko and pachislot machines. GLORY supports the efficient operation of pachinko parlors with a range of equipment except for the pachinko and pachislot machines themselves.

In August 2013 we launched the EXSIM Pachinko Parlor Total System, which consists of the G8 EXSIM IC card system, the P•BANK EXSIM membership management system, and the G-tage EXSIM pachinko parlor computer. These systems support the comprehensive management of various information used by pachinko parlors, including sales, machine operating status, prize inventories and membership information. Further, use of cloud

computing allows real-time monitoring of the situation in a pachinko parlor, even from outside the parlor.

We will continue to help facilitate the efficient management of pachinko parlors by further enhancing our ability to offer various solutions centering on the EXSIM system.





OTHERS

This “Others” segment consists of the products not covered by the four other business segments. Some examples are cigarette vending machines, ticket vending machines, RFID self-checkout systems for company cafeterias, medical payment kiosks for hospitals and election-related products for government offices, such as ballot sorters for handwritten ballots.

→ Main Products of Focus

Medical Payment Kiosk

Efficiency and patient’s convenience have become important priorities for medical institutions over the past few years, and more and more institutions are adopting automated systems, including automatic patient calling and computerized billing.

Our medical payment kiosks enable patients to pay fees by themselves using cash, credit

cards, debit cards or electronic money, thereby reducing waiting times at cashier windows as well as the amount of cashier work required. Hitherto, these systems have been installed mainly in large medical institutions, but we also anticipate increasing demand in smaller medical facilities.



Medical payment kiosk
<FHP-20>

Face Recognition System

There has been a gradual increase in the use of face recognition technology in recent times reflecting growing demand for security equipment.

As an industry leader in the field of money handling technology, GLORY has used algorithms based on its advanced technology in that field to develop highly reliable face recognition products capable of

achieving high recognition rates, unaffected by the effects of aging or sunlight. GLORY’s systems are being used, for example, for access control in apartment buildings. We will continue to improve our technology and products for further expansion of this business area.



Access control using face recognition