

# “Who is Glory?”





**Founded** : 1918

**Turnover** : US\$1.9B (€1.7B)

**Employees** : 9,000 (53 subsidiary companies)

Tokyo Stock Exchange 1<sup>st</sup> Class (code 6457)

**Capital Stock** : US\$107.4M

**Credit Rating** : single A (R&I)

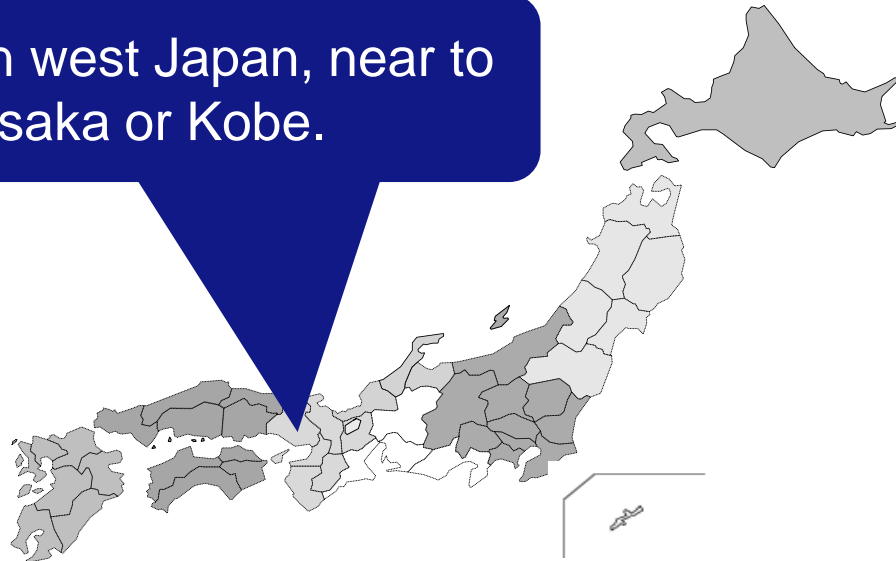
**Recent Major event** : Acquired Talaris (US\$1B at 2012)

**Head Office** : Himeji, Hyogo Japan



# Where is Glory in Japan

We are here – in west Japan, near to Kyoto, Osaka or Kobe.



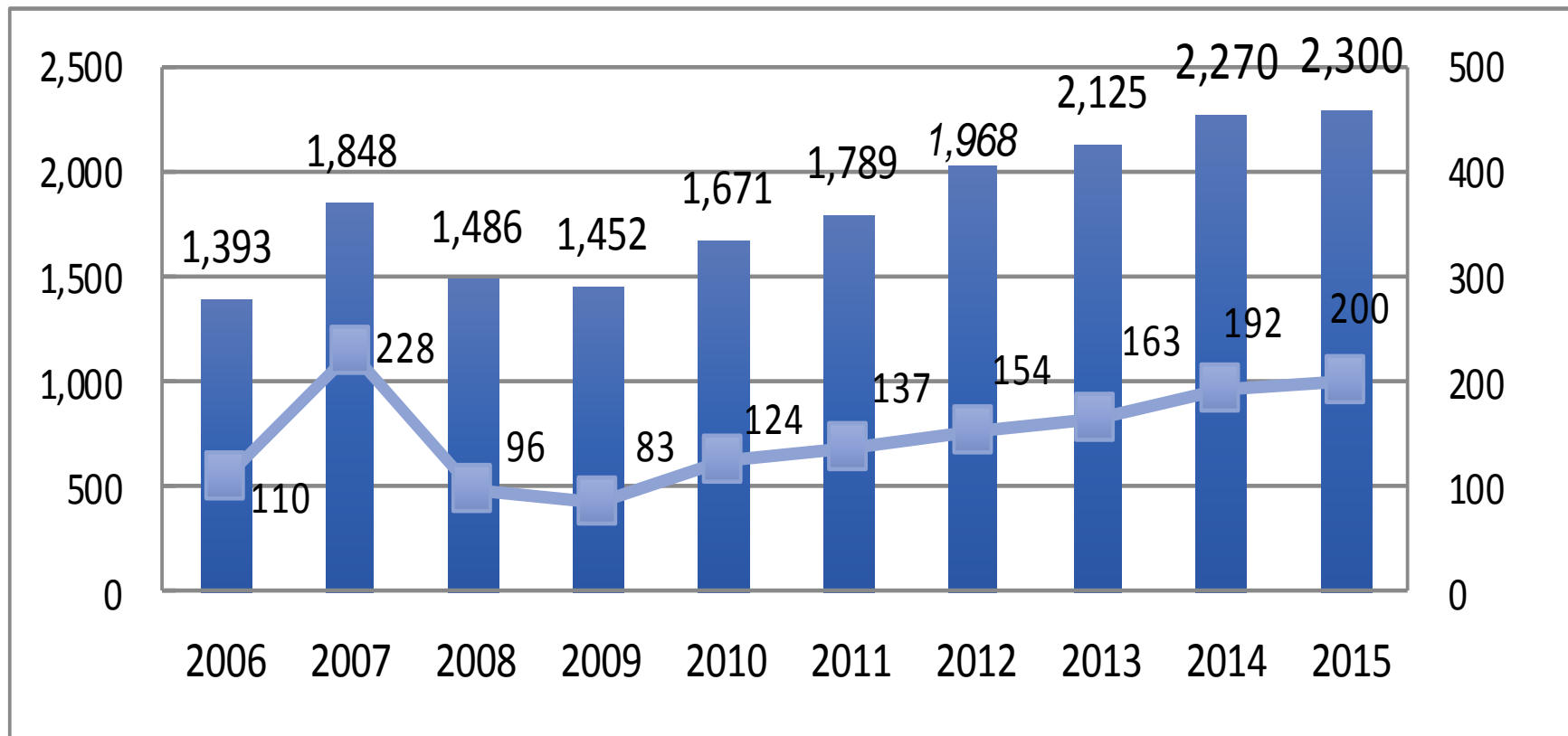
Himeji Castle, a world heritage site



Headquarters



## Revenue and Profit Trend



### Key points of Glory Management

#### 1. Stable Management

> Gradually increase sales, always profitable for the past 60 years.

#### 2. Managing Risk

> You can see increasing sales and profit after 2008, financial crisis.

> Few companies can maintain growth after financial crisis.

# Glory presence in Russia

Glory made the first step into Russia 30 years ago.  
And now, Glory is focusing more and more on Russia  
with establishing a representative office in Moscow.





















































Achievement

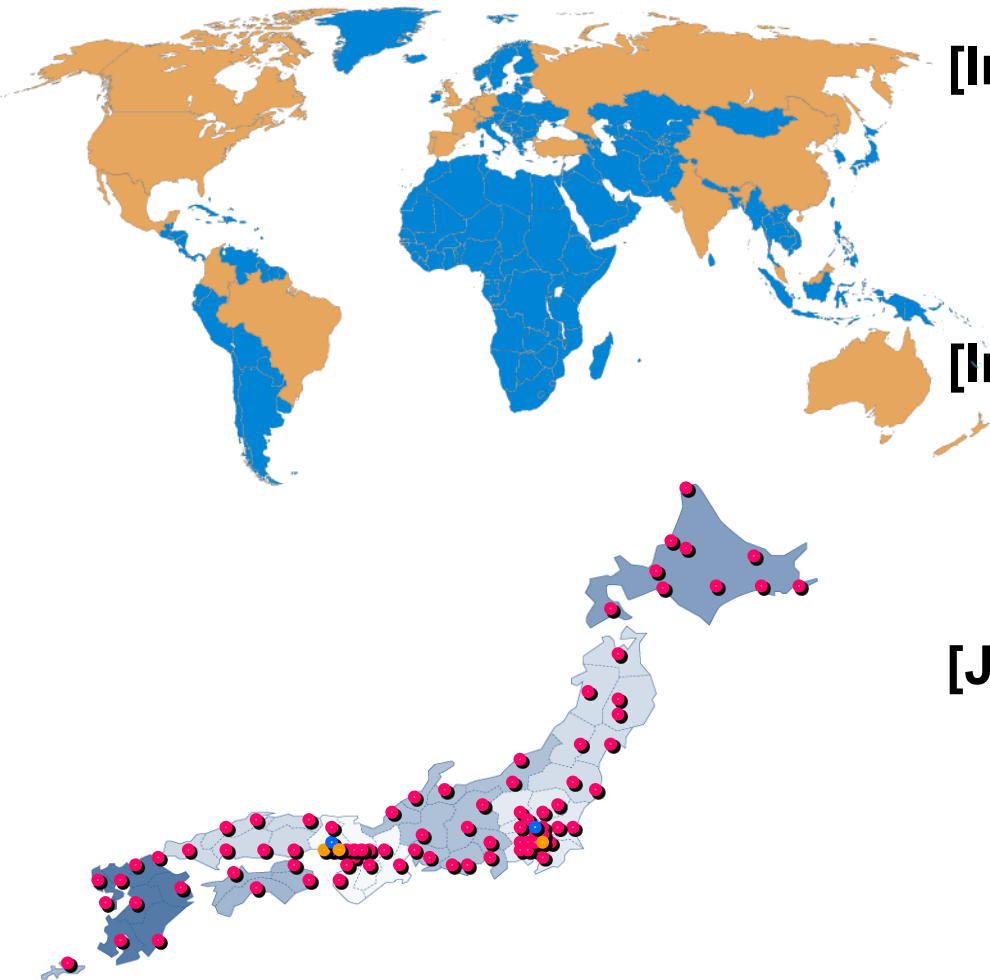


Hopeful Future

# Presence of Glory in CIT World Market

Company	Coin		Banknote			
	Counter	Wrapper	Value Counter	Sorter	Recycler	Depositor
 <i>Brinks</i>						
 <i>Prosegur</i>						
 <i>Loomis</i>						
 <i>G4S</i>						
<i>Herves</i>						
 <i>Nippon Express</i>						
 <i>Alsok</i>						
 <i>Asahi Security</i>						

## Direct sales and maintenance network



**[International] Serving Customers**  
Over **100** countries

**[International] Direct Presence**  
Over **20** countries

**[Japan] Direct Presence**  
Over **100** offices

Ichikawa Factory 78

About 14,000m<sup>2</sup>

Fukusaki Factory 523

About 49,000m<sup>2</sup>





# Factories – outside Japan

As of April 1, 2014

About 18,000m<sup>2</sup>

**GLORY Denshi Kogyo**  
**[Suzhou]** 437



**GLORY IPO China** ●

**GGS (Singapore) IPO** ●

**GLORY Philippines**  
**768**

About 14,000m<sup>2</sup>



# Current Glory domestic product line-up

## Financial

Development  
Div.2

Branch Station System  
**WAVE**



Cash management system of branch

Multi-functional  
Note exchanger  
**EN-700**



Note & coin recycler  
for teller  
**RB-500**



Coin recycler  
for ATM  
**RCN-55**



Note & coin recycler  
**RBS-10**



## Retail

Development  
Div.3

Cash recycler  
**RT/RAD-300**



Front

Note & coin depositor  
**DS-700**



Back office

Note & coin recycler  
**RH-100**



For railway company

Payment kiosk for hospital  
**FHP-20**



## Gaming

Development  
Div.4

System for  
pachinko parlor  
**JA-100 JMM-301**



Ticket vending  
machine  
**VT-T10**

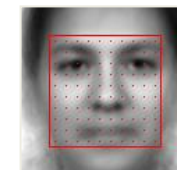


Ticket redemption  
kiosk  
**SK-500**



## Biometrics

R&D Center



**Face recognition  
system**

# Current Glory international product line-up

## Teller Cash Recyclers

**RBG-100**



Banknote  
recycler

**RBG-200**



**Vertera6G**



## Banknote Sorters

**USF-50S**



Banknote  
Sorter

**UW-500**



**UHS-10**



Banknote  
bundler

**UWH-1000**



## CashInfinity (Retail)

**CI-10**



Front office

Banknote  
& Coin  
recycler

**CI-100**



Back office

Banknote  
& Coin  
recycler

**CI-200**



## Self-service Solutions

**ENC-100**



Exchange  
machine

**Quick Change**



Coin deposit  
machine

**S-200**



## Coin Products

**Mach-6**



Coin sorter  
machine

**Mach-9**



**WS-20**



Coin wrappers  
machine

**WR-500**



## OEM Products

**UD-686**



Banknote  
Depositing  
unit

**SCDM-10**



Banknote &  
Check depositing  
unit

**NMD-100**



Banknote  
dispensing unit

Partner rather than vendor

Joint development of new products with customers

Long-term relationships

Continuous investment in new solutions

Our most important philosophy is:

**Customer First!**

How can we work together to solve your challenges?



**Thank you for listening.**