

GLORY

**Working as a
Glory Authorised
Distribution Partner**

WORKING IN PARTNERSHIP

Being part of the Glory network represents an outstanding opportunity for our Authorised Distribution Partners worldwide, who benefit from our industry knowledge and expertise and significant R&D investment to continuously deliver world class solutions, backed by highly talented people.

We believe in the strength of our global sales and service partnerships to offer the ultimate customer experience time after time. Glory is committed to the continued support and strengthening of relationships with our valued distribution partners and look forward to joint growth and business development.

“Glory’s rich history of innovation, technology & engineering, and proven consultative processes provides customers with unparalleled knowledge, resources & solutions, driven by our core competencies.

We are certain that the combination of ours and our distribution partners respective expertise and wide experience will further strengthen our solutions portfolio and our service support delivery in every area for our customers.”

Akihiro Harada, CEO, Glory Global Solutions

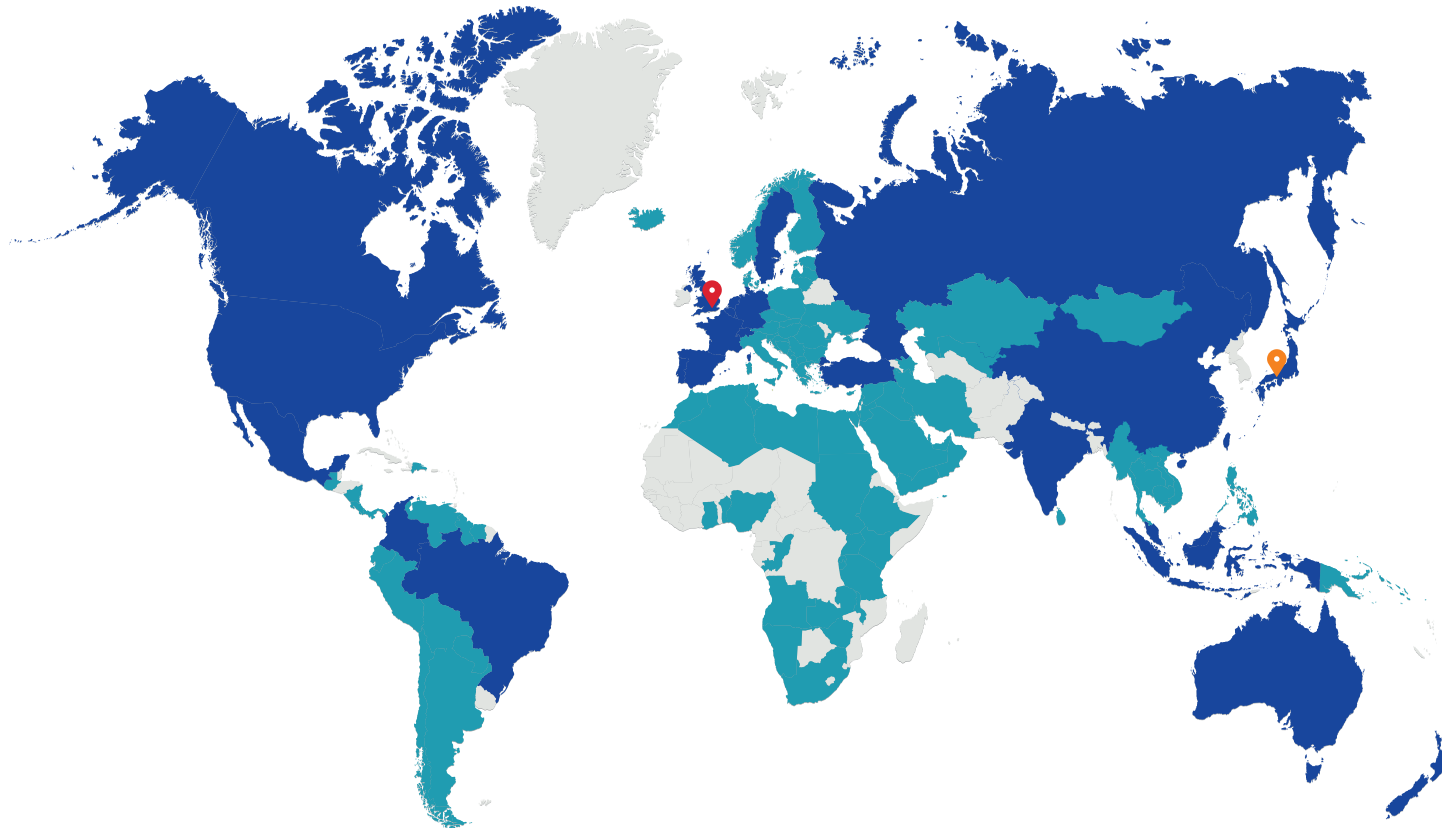


GLOBAL COVERAGE AND CAPABILITY

Glory is a global leader in cash technology solutions. A major element to our competitive strength is a global sales and distribution strategy anchored by the strongest local distributors. Our unified sales and service force enables us to release our customers from the burden of manual cash processing, putting cash to work, and helping customers enhance the value that their staff and facilities add to their business.

WORLD EXPERTS IN CASH TECHNOLOGY SOLUTIONS

- Over 3,000 employees
- 350 authorised distribution partners
- Business in over 100 countries
- Over 1,000,000 devices installed worldwide
- Global leader in branch transformation and teller automation solutions
- Leader in retail cash automation technologies for the point of sale and back office
- Inventor of cash dispensing and recycling technologies
- Technology built from the intimate knowledge of having produced currency for over 150 countries
- Largest independent producer of ATM mechanisms in the world



 Glory Global Solutions headquarters  GLORY headquarters  Glory offices and Distribution Partners  Distribution Partners

GLORY WORLD-CLASS SOLUTIONS – ADDRESSING BUSINESS NEEDS

ACCESS THE INDUSTRY’S MOST INNOVATIVE PORTFOLIO

Glory is a known and proven worldwide business, built on the solid reputation and rich history of the GLORY Group, Talaris and De La Rue, which combined provides 280 years experience. Partnering with Glory Global Solutions allows you to collaborate with a market specialist to deliver the industry’s most innovative and trusted solution portfolio.

| Professional Services | Software Systems | Total Support Services | Platform Technology |
|-------------------------------------|------------------------|-----------------------------------|-----------------------------|
| Branch Design | Assisted Service | Connectivity Services and Support | Retail Cash Automation |
| Transaction Consulting | Teller Connectivity | Third Party Maintenance | Teller Automation |
| Workforce Optimisation and Training | Device Management | Life Cycle Management | Integrated Technology (OEM) |
| Advisory Services | Business Intelligence | | Assisted Service |
| Project Management | Vault Management | | Note and Coin Sorting |
| Technology – Software Solutions | Retail Cash Management | | |
| User Training | Resource Planning | | |

Enabling Technologies + Professional Services = Customer Value Realisation

“Carefully selected cash management specialists, that enhance Glory cash automation technologies to deliver further efficiencies and transform operational performance.”

- Workforce optimisation
- Bank and Retail environment design
- Currency supply-chain management

“Maximising the value returned from your cash automation investment.”

- Real-time impact
- Total system management
- Total view of solution
- Continuous investment validation

Service Philosophy

- Protect your investment
- Minimise systems down-time/maximise uptime and availability
- Maximise system life
- Monitor performance to maximise benefit
- Partner to deliver required business results

Supporting the entire Cash Cycle

- 120,000+ Teller Cash Recyclers
- 250,000+ Retail Cash Recyclers
- 500,000+ Note & Coin Sorters
- 700,000+ ATM Mechanisms
- Cash Operations Consulting



A **GLOBAL** NETWORK OF **BEST-IN-CLASS** DISTRIBUTION **PARTNERS**

STRENGTH THROUGH PARTNERSHIP

Glory places significant value on the relationship we have with our Distribution Partners – we are committed to continuing to build a world-class, market-leading network with mutual objectives and goals.

STRENGTH THROUGH SPECIALISATION

Our Distribution Partners each bring unique skills and knowledge to our end customers across the world. We will continue to optimise the individual value of each Distribution Partner, enabling us to bring local expertise to our global network.

STRENGTH THROUGH SUPPORT

We offer streamlined business processes and a Business Partner Programme to ensure we deliver outstanding support at every stage of the sales process and beyond. We want our support network to be second to none as they take our solutions to market.

THE AUTHORISED DISTRIBUTION PARTNER SUPPORT PROGRAMME

We want to clearly demonstrate the practical, day to day operational support that we are committed to bringing to our Distribution Partners globally. These are some of the essential elements that underpin our success as we build on our relationships and help make you successful in supporting our end-user customers, through continuous communication, development and collaboration.

This programme supports Glory's Accredited Distribution Partners who hold a valid distribution agreement.



CREATING A MARKET LEADING NETWORK OF PROFESSIONAL PARTNERS

The elements of the Glory Distribution Partner Programme have been designed to provide technical, sales, administrative and related support. Our mission is to help make you increasingly successful at marketing and selling our solutions as well as to grow your own business.

GLORY ACCREDITATION

We believe that Partnership is valuable and, therefore, as part of any agreement between us, we want to recognise that value through formally accrediting our specialist Distribution Partners.

CONTINUOUS TRAINING AND DEVELOPMENT

This is an integral part of building our quality network and we will continue to provide materials, on-line content and one-to-one assistance to grow the knowledge and expertise within your organisation.

ONE TO ONE ACCOUNT MANAGEMENT

Strong relationships are central to our mutual success and we remain committed to providing dedicated professional support on all Distribution Partner accounts.

ACCESS TO THE PARTNER PORTAL EXTRANET

Fully accredited Glory Distribution Partners receive real-time access to product literature, sales tools, news, account information and more through the Partner Portal.

MARKETING MATERIALS AND RESOURCES

We are committed to reducing the cost of going to market by providing designs, artwork files, imagery, graphics and targeted sales promotions and incentives, without cost, to all our Accredited Partners.

THOUGHT LEADERSHIP/ INDUSTRY CONTENT

We help Distribution Partners position their market leading solutions through access to technical and business insights and use of materials from our customer facing publications.

BID SUPPORT

We understand the importance of bids and tenders and are committed to working closely with you to achieve your objectives each and every time.

Glory's Distribution Partners with a valid distribution agreement have open access to the full support programme outlined above as well as the professional assistance of our specialist Account Managers and knowledgeable staff.

“We see our fully accredited partners as central to our continued market leading position.”

“Through working together we have achieved synergies that have led to mutual sustained growth.”

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