

# Half year Financial Results FY2017

**LECIP**  
GROUP

## LECIP GROUP New management plan for 5 year(April 2016 to March 2021)

- Title : CA2020(Challenge Again 2020)
- Targets : Stable Sales ¥ 20 billion, operating profit ¥1 billion

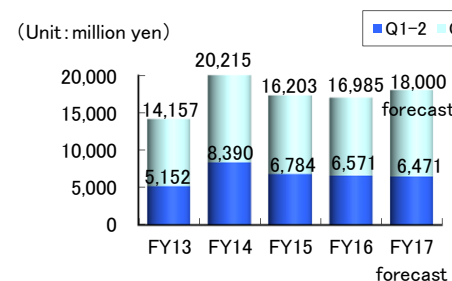
(Securities Code : 7213)

### 1. Current Results

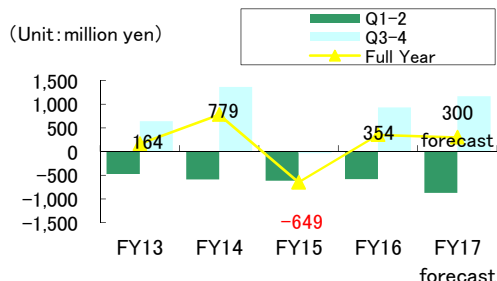
(Unit: million yen)

	FY 2016 Q2	FY 2017 Q2	Comparison		FY2017	Comparison	
			Change	%		Change	%
Sales	6,571 (100.0)	6,471 (100.0)	-100	-1.5%	18,000 (100.0)	+1,014	+6.0%
COGS	5,277 (80.3)	5,418 (83.7)	+140	+2.7%			
Gross profit	1,294 (19.7)	1,053 (16.3)	-241	-18.6%			
SG&A	1,729 (26.3)	1,929 (29.8)	+199	+11.6%			
Operating Profit	-435 (-6.6)	-876 (-13.5)	-441	-	300 (1.7)	-183	-38.0%
Ordinary Profit	-577 (-8.8)	-870 (-13.5)	-293	-	300 (1.7)	-54	-15.3%
Net profit	-427 (-6.5)	-679 (-10.5)	-251	-	30 (0.2)	-20	-41.0%
Exch.rate(US\$)	105.4 yen	111.3 yen	+5.9	+5.6%	110.0 yen	+1.3	1.2%

Sales Graph



Ordinary Profit Graph



### 2. Revenues by Segment (FY 2017 2Q)

(Unit: million yen)

Sales	FY2016 Q2	FY2017 Q2	Comparison		Operating Profit FY2016 Q2	FY2017 Q2	Comparison	
			Change	%			Change	%
Transport	4,277	4,169	-108	-2.5%				
(Bus)	(3,229)	(2,954)	(-274)	(-8.5%)	-446	-802	-355	
(Rail)	(604)	(723)	(+118)	(+19.6%)	-	-	-	
(Automob.)	(443)	(490)	(+47)	(+10.7%)	-	-	-	
Industry	2,272	2,280	+7	(+0.3%)	40	-50	-91	
(Eco&High voltage)	(340)	(351)	(+10)	(+3.1%)	-	-	-	
(Power Supply)	(1,090)	(1,002)	(-88)	(-8.1%)	-	-	-	
(EMS)	(841)	(927)	(+85)	(+10.1%)	-	-	-	
Other	21	21	+0	+0.0%	1	2	+1	
(Elimination)	-	-	-	-	-31	-26	+4	
<b>Total</b>	<b>6,571</b>	<b>6,471</b>	<b>-100</b>	<b>-1.5%</b>	<b>-435</b>	<b>-876</b>	<b>-441</b>	

### 3. Investments and R&D

(Unit: million yen)

	FY2013 Full Year	FY2014 Full Year	FY2015 Full Year	FY2016 Full Year	(forecast)	
					Q2	FY2017 Full Year
Investment	537	652	488	306	201	462
Amortization	323	408	395	252	134	328
R&D	766	585	528	445	354	850

(FY2017 Q2 Breakdown)

Investment: Fare box, mold of LED light, equipment for IC replacement in Tokyo metropolitan area project management software etc.

R & D : TMS onboard LIVU, IC reader for overseas, displays for Singapore etc..

### 4. Market Share of Main Products

(Unit: %)

		FY2013 Full	FY2014 Full	FY2015 Full	FY2016 Full	FY2017 Q2
Bus	FBX for bus	52.5%	54.7%	55.4%	56.7%	57.2%
	IC Card System	58.3%	60.3%	59.9%	61.0%	61.1%
	LCD Sign	72.0%	72.4%	74.4%	74.9%	74.2%
	LED Destination Sign	40.9%	41.7%	41.8%	42.2%	41.9%
Rail	FBX for rail	91.2%	91.2%	90.4%	90.4%	90.5%
Automob.	Flour. Lightning for Trucks	84.8%	85.5%	85.4%	87.0%	86.4%
Industry	Recharger Battery-Driven Forklifts	56.3%	57.9%	57.6%	56.0%	57.4%

### 5. Main events April 2017- October 2017

- 2017.04.01 Introduced various systems to promote work style reforms
- 2017.09.01 Introduced AFC System for fixed route buses of ROGUE VALLEY TRANSPORTATION DISTRICT in the U.S.
- 2017.10.09 Exhibited at APTA EXPO 2017
- 2017.10.12 Development of bus service assistance unit "LIVU"

#### 【Contact】

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