

FY 2017 Financial Results (7213)



◇ Sales and profit in FY2017 declined for the first time in 2 quarters and Sales and profit in FY2018(forecast) will increase for the first time in two quarters.

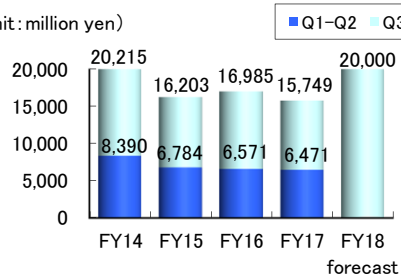
1. Current Results

(Unit: million yen)

	FY2016 Full Year	FY2017 Full Year	Comparison		FY2017 Full Year (forecast)	Comparison	
			Change	%		Change	%
Sales	16,985 (100.0)	15,749 (100.0)	-1,236	-7.3%	20,000 (100.0)	+4,251	+27.0%
COGS	13,026 (76.7)	12,282 (78.0)	-743	-5.7%			
Gross profit	3,959 (23.3)	3,466 (22.0)	-493	-12.5%			
SG&A	3,475 (20.5)	3,701 (23.5)	+225	+6.5%			
Operating Profit	483 (2.8)	-235 (-1.5)	-719	-	1,000 (5.0)	+1,235	-
Ordinary Profit	354 (2.1)	-248 (-1.6)	-602	-	1,000 (5.0)	+1,248	-
Net profit	50 (0.3)	-454 (-2.9)	-505	-	460 (2.3)	+914	-
Net income per share	4.59 yen	-40.91 yen	-45.50	-			
Exch.rate(US\$)	108.7 yen	110.7 yen	+2.0	+1.8%	110.0 yen	-0.7	-0.6%

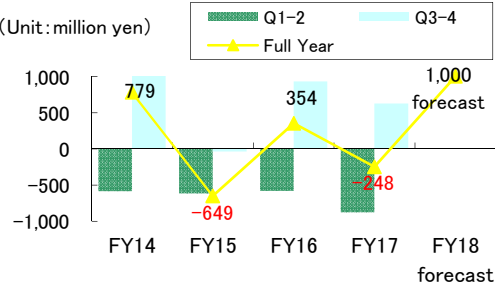
Sales Graph

(Unit: million yen)



Ordinary Profit Graph

(Unit: million yen)



2. Revenues by Segment(Full Year FY 2017)

(Unit: million yen)

【Sales】	FY2016 Full Year	FY2017 Full Year	Comparison		【Operating Profit】	FY2016 Full Year	FY2017 Full Year	Comparison	
			Change	%				Change	%
Transport	11,674	10,785	-888	-7.6%	Transport	226	-267	-493	
(Bus)	(9,279)	(7,908)	(-1,371)	(-14.8%)	(Bus)	-	-	-	
(Rail)	(1,454)	(1,797)	(+342)	(+23.5%)	(Rail)	-	-	-	
(Automob.)	(940)	(1,080)	(+139)	(+14.9%)	(Automob.)	-	-	-	
Industry	5,267	4,919	-347	-6.6%	Industry	315	75	-239	
(Eco&High voltage)	(655)	(716)	(+60)	(+9.2%)	(Eco&High voltage)	-	-	-	
(Power Supply)	(2,874)	(2,249)	(-624)	(-21.7%)	(Power Supply)	-	-	-	
(EMS)	(1,737)	(1,954)	(+216)	(+12.5%)	(EMS)	-	-	-	
Other	43	43	-0	-0.2%	Other	3	6	+3	
(Elimination)	-	-	-	-	(Elimination)	-61	-50	+10	
Total	16,985	15,749	-1,235	-7.3%	Total	483	-235	-719	

3. Investments and R&D

(Unit: million yen)

	FY2013 Full Year	FY2014 Full Year	FY2015 Full Year	FY2016 Full Year	FY2017 Full Year	(forecast) FY2018 Full Year
Investment	537	652	488	306	492	850
Amortization	323	408	399	384	473	450
R&D	766	585	528	445	691	700

(FY2017 Breakdown)

Investment : Investment for IC replacement in Tokyo, Mold of FBX ,in-house infrastructure etc
R&D : FBX for domestic, back-end system for North America, IC card payment system for overseas, TMS on-board units "LIVU" etc

(FY2018 Breakdown)

Investment : in-house infrastructure, PCB Mounting Machine, Mold etc
R&D : FBX for North America, IC card payment system for overseas, expansion of the functions of LIVU etc

4. Market Share of Main Products

(Unit: %)

		FY2013 Full	FY2014 Full	FY2015 Full	FY2016 Full	FY2017 Full
Bus	FBX for bus	52.5%	54.7%	55.4%	56.7%	57.8%
	IC Card System	58.3%	60.3%	59.9%	61.0%	61.3%
	LCD Sign	72.0%	72.4%	74.4%	74.9%	73.4%
	LED Destination Sign	40.9%	41.7%	41.8%	42.2%	41.2%
Rail	FBX for rail	91.2%	91.2%	90.4%	90.4%	91.1%
Automob.	Flour. Lightning for Trucks	84.8%	85.5%	85.4%	87.0%	85.9%
Industry	Recharger Battery-Driven Forklifts	56.3%	57.9%	57.6%	56.0%	59.1%

5. Main events April 2017- May 2018

- 2017.04.01 Introduction of various systems to promote work style reforms
- 2017.10.12 Development of Route bus operation support unit "LIVU"
- 2018.01.15 Development of a new fare box "LFZ" for buses
- 2018.03.02 Delivery of AFC system for a route bus to the Rogue Valley Transportation District (RVTD) in the U.S.
- 2018.04.01 Release of LED rear combination lamp for large and medium size trucks

【Contact】

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