

# Half year Financial Results FY2018(7213)

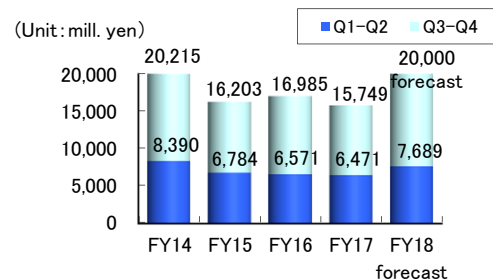


## 1. Current Results

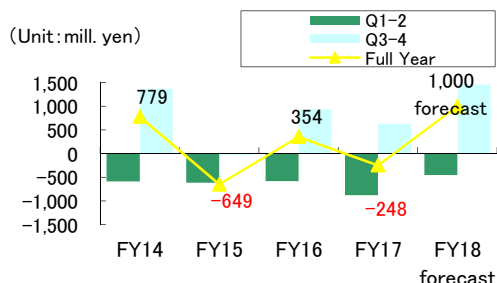
(Unit: million yen)

	FY2017 Q2	FY2018 Q2	Comparison		FY2018 (forecast)	Comparison	
			Change	%		Change	%
Sales	6,471 (100.0)	7,689 (100.0)	+1,217	+18.8%	20,000 (100.0)	+4,251	+27.0%
COGS	5,418 (83.7)	6,372 (82.9)	+954	+17.6%			
Gross profit	1,053 (16.3)	1,316 (17.1)	+263	+25.0%			
SG&A	1,929 (29.8)	1,771 (23.0)	-158	-8.2%			
Operating Profit	-876 (-13.5)	-455 (-5.9)	+421	-	1000 (5.0)	+1,235	-
Ordinary Profit	-870 (-13.5)	-422 (-5.5)	+447	-	1000 (5.0)	+1,248	-
Net profit	-679 (-10.5)	-419 (-5.5)	+260	-	460 (2.3)	+914	-
Exch.rate(US\$)	111.3 yen	110.7 yen	-0.6	-0.0	110.0 yen	-0.7	-0.6%

Sales Graph



Ordinary Profit Graph



## 2. Revenues by Segment( FY2018 Q2)

(Unit: million yen)

Sales	FY2017 Q2	FY2018 Q2	Comparison		Operating Profit	FY2017 Q2	FY2018 Q2	Comparison Change
			Change	%				
Transport	4,169	5,151	+982	+23.6%	Transport	-802	-441	+360
(Bus)	(2,954)	(3,986)	(+1,031)	(+34.9%)	(Bus)	-	-	-
(Rail)	(723)	(698)	(-25)	(-3.5%)	(Rail)	-	-	-
(Automob.)	(490)	(466)	(-24)	(-4.9%)	(Automob.)	-	-	-
Industry	2,280	2,515	+235	(+10.3%)	Industry	-50	8	+58
(Eco&High voltage)	(351)	(390)	(+39)	(+11.3%)	(Eco&High voltage)	-	-	-
(Power Supply)	(1,002)	(1,001)	(-1)	(-0.1%)	(Power Supply)	-	-	-
(EMS)	(927)	(1,124)	(+197)	(+21.3%)	(EMS)	-	-	-
Other	21	22	+0	+0.5%	Other	2	3	+0
(Elimination)	-	-	-	-	(Elimination)	-26	-25	+0
Total	6,471	7,689	+1,217	+18.8%	Total	-876	-455	+421

## 3. Investments and R&D

(Unit: million yen)

	FY2014 Full Year	FY2015 Full Year	FY2016 Full Year	FY2017 Full Year	(forecast)	
					Q2	FY2018 Full Year
Investment	652	488	306	492	371	908
Amortization	408	399	384	473	214	435
R&D	585	528	445	691	295	690

(FY2018 Breakdown)

Investment : Expansion of printed circuit board assembly line, Internal IT infrastructure, Equipment for IC replacement in Metropolitan area, etc

R&D : Expanding functionality of LIVU , IC card reader for oversea, new Farebox for North America, etc

## 4. Market Share of Main Products in Japan

(Unit: %)

		FY2014 Full	FY2015 Full	FY2016 Full	FY2017 Full	FY2018 Q2
Bus	FBX for bus	54.7%	55.4%	56.7%	57.8%	57.8%
	IC Card System	60.3%	59.9%	61.0%	61.3%	60.4%
	LED Destination Sign	41.7%	41.8%	42.2%	41.2%	40.9%
	LCD Sign	72.4%	74.4%	74.9%	73.4%	71.5%
Rail	FBX for rail	91.2%	90.4%	90.4%	91.1%	90.7%
Automob.	Flour. Lightning for Trucks	85.5%	85.4%	87.0%	85.9%	86.1%
Industry	Recharger Battery-Driven Forklifts	57.9%	57.6%	56.0%	59.1%	58.8%

## 5. Main events April 2018- October 2018

- 2018.04 Renewal of the IC card system for the Metropolitan area bus has started  
Orders for a Lighting System for U.S. Subway Cars received from Kawasaki Rail Car, Inc.
- 2018.06 Won a bid for the Fare Collection System from Transportation Bureau, City of Yokohama
- 2018.07 Established LECIP Development Center in Tokyo

### 【Contact】

LECIP HOLDINGS CORPORATION General Affairs Dep, PR Group  
Telephone:+81-58-324-3121