

# Financial Results FY2020 Q1-Q2 (7213)



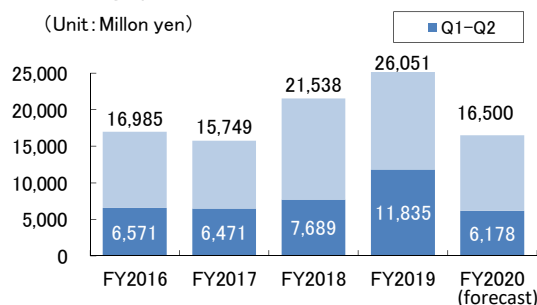
## 1. Current Results

(Unit: million yen)

	FY2019 Q1-Q2	FY2020 Q1-Q2	Comparison		FY2020 Full Year Forecast	Comparison	
			Change	%		Change	%
Sales	11,835 (100.0)	6,178 (100.0)	-5,657	-47.8%	16,500 (100.0)	-9,551	-36.7%
COGS	8,853 (74.8)	5,148 (83.3)	-3,704	-41.8%			
Gross profit	2,982 (25.2)	1,029 (16.7)	-1,952	-65.5%			
SG&A	1,970 (16.7)	1,673 (27.1)	-297	-15.1%			
Operating Profit	1,011 (8.5)	-644 (-10.4)	-1,655	-	50 (0.3)	-1,804	-97.3%
Ordinary Profit	979 (8.3)	-644 (-10.4)	-1,624	-	50 (0.3)	-1,780	-97.3%
Net profit	398 (3.4)	-493 (-8.0)	-891	-	-170 (-1.0)	-1,061	-
Net income per share	35.05 yen	-38.74 yen	-73.79	-	-13.34 yen	-52.09	-
Exch.rate(US\$)	108.7 yen	106.3 yen	-2.4	-2.2%	106.0 yen	-2.9	-2.7%

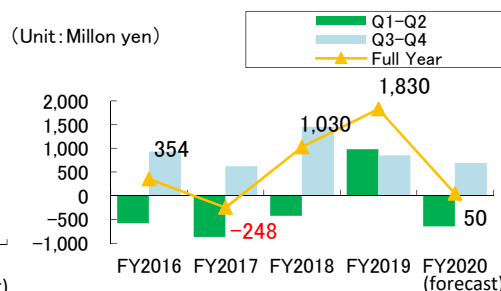
(Sales graph)

(Unit: Million yen)



(Ordinary Profit graph)

(Unit: Million yen)



## 2. Revenues by Segment(FY2020)

(Unit: million yen)

Sales	FY2019	FY2020	Comparison		Operating Profit	FY2019	FY2020	Comparison	
			Change	%				%	%
Transport	8,907	3,868	-5,039	-56.6%	Transport	932	-558	-1,491	
(Bus)	(7,360)	(2,604)	(-4,756)	(-64.6%)	(Bus)	-	-	-	
(Rail)	(1,069)	(805)	(-264)	(-24.7%)	(Rail)	-	-	-	
(Automob.)	(476)	(458)	(-18)	(-4.0%)	(Automob.)	-	-	-	
Industry	2,906	2,288	-617	(-21.3%)	Industry	102	-58	-161	
(Power Supply)	(1,124)	(931)	(-193)	(-17.2%)	(Power Supply)	-	-	-	
(Eco&High voltage)	(298)	(269)	(-29)	(-9.9%)	(Eco&High voltage)	-	-	-	
(EMS)	(1,482)	(1,087)	(-394)	(-26.6%)	(EMS)	-	-	-	
Other	21	21	0	+0.0%	Other	3	3	+0.1	
(Elimination)	-	-	-	-	(Elimination)	-27	-30	-3.1	
<b>Total</b>	<b>11,835</b>	<b>6,178</b>	<b>-5,657</b>	<b>-47.8%</b>	<b>Total</b>	<b>1,011</b>	<b>-644</b>	<b>-1,655</b>	

## 3. Investments and R&D

(Unit: million yen)

	FY2016 Full Year	FY2017 Full Year	FY2018 Full Year	FY2019 Full Year	FY2020	
					Q1-Q2	(forecast)
Investment	306	492	770	916	170	500
Amortization	384	473	534	514	208	433
R&D	445	691	761	854	276	600

FY2020 Breakdown (forecast)

Investment: enterprise system, machinery and equipments, buildings facilities, etc.

R&D: regionally linked IC card System, fare collection equipment including cashless payment, expansion of LIVU function, etc.

## 4. Market Share of Main Products in Japan

(Unit: %)

		FY2016 Full	FY2017 Full	FY2018 Full	FY2019 Full	FY2020 Q1-Q2
Bus	FBX for bus	56.7%	57.8%	58.4%	60.1%	61.5%
	IC Card System	61.0%	61.3%	61.5%	63.4%	64.8%
	LED Destination Sign	42.2%	41.2%	40.9%	41.0%	40.1%
	LCD Sign	74.9%	73.4%	71.4%	72.3%	73.2%
Rail	FBX for rail	90.4%	91.1%	90.4%	91.4%	91.4%
Automob.	Flour. Lightning for Trucks	87.0%	85.9%	86.2%	87.2%	86.6%
Industry	Recharger Battery-Driven Forklifts	56.0%	59.1%	61.9%	58.4%	55.0%

## 5. Main events April 2020 - October 2020

- 2020.04 SLP was merged into Lecip Corporation.
- 2020.04 Developed Ticketing mobile app "QUICK RIDE".
- 2020.05 Validator "LV-700" acquired EMV level 2 certification.  
(Payment brands to be supported as of October 2020: VISA, MasterCard)
- 2020.10 Launched "QUICK RIDE", a ticketing service mobile app.
- 2020.10 Started to offer "1 day pass" for Yoro Railway (located in Gifu)  
in the mobile app "QUICK RIDE".

## 【Contact】

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