

# Financial Results FY2020(7213)



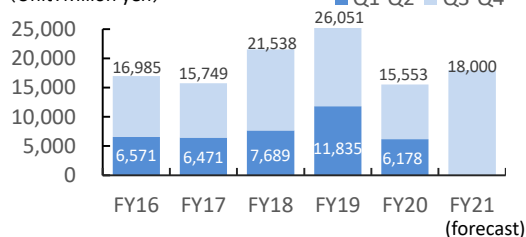
## 1. Current Results

(Unit: million yen)

	FY2019		FY2020		Comparison		FY2021 Forecast		Comparison	
					Change	%			Change	%
Sales	26,051	(100.0)	15,553	(100.0)	-10,497	-40.3%	18,000	(100.0)	+2,446	+15.7%
COGS	19,770	(75.9)	12,250	(78.8)	-7,520	-38.0%				
Gross profit	6,280	(24.1)	3,303	(21.2)	-2,977	-47.4%				
SG&A	4,425	(17.0)	3,343	(21.5)	-1,082	-24.5%				
Operating Profit	1,854	(7.1)	-40	(-0.3)	-1,894	-	500	(2.8)	+540	-
Ordinary Profit	1,830	(7.0)	35	(0.2)	-1,794	-98.0%	500	(2.8)	+464	-
Net profit	891	(3.4)	-124	(-0.8)	-1,015	-	200	(1.1)	+324	-
Net income per share	74.39 YEN		-9.77 YEN		-84.16	-	15.68 YEN		+25.45	-
Exch.rate(US\$)	109.0 YEN		105.9 YEN		-3.0	-2.8%	108.0 YEN		+2.1	+1.9%

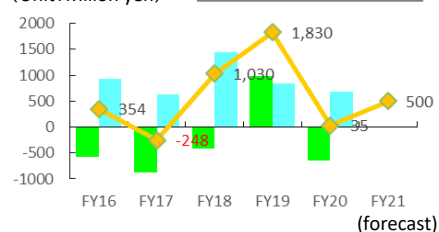
## Sales graph

(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	%				%	
<b>Transport</b>	20,171	10,393	-9,778	-48.5%	<b>Transport</b>	1,817	18	-1,798	
(Bus)	(16,889)	(7,471)	(-9,417)	(-55.8%)	(Bus)	-	-	-	
(Rail)	(2,160)	(1,905)	(-255)	(-11.8%)	(Rail)	-	-	-	
(Automob.)	(1,121)	(1,016)	(-105)	(-9.4%)	(Automob.)	-	-	-	
<b>Industry</b>	5,836	5,118	-718	(-12.3%)	<b>Industry</b>	84	-12	-97	
(Power Supply)	(2,216)	(2,019)	(-196)	(-8.9%)	(Power Supply)	-	-	-	
(Eco&High voltage)	(662)	(536)	(-126)	(-19.1%)	(Eco&High voltage)	-	-	-	
(EMS)	(2,957)	(2,562)	(-394)	(-13.4%)	(EMS)	-	-	-	
Other	43	41	(-2)	(-3.7%)	Other	2	7	+4.0	
(Elimination)	-	-	-	-	(Elimination)	-49	-52	-2.7	
<b>TOTAL</b>	<b>26,051</b>	<b>15,553</b>	<b>-10,497</b>	<b>-40.3%</b>	<b>TOTAL</b>	<b>1,854</b>	<b>-40</b>	<b>-1,894</b>	

## 3. Investments and R&D

(Unit: million yen)

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021 (Forecast)
Investment	306	492	770	916	337	400
Amortization	384	473	534	514	433	484
R&D	445	691	761	854	506	600

(FY2020 Breakdown)

Investment: Renewal of in-house equipment (molds, machines, devices etc.)

R&D: Cashless payment, Expansion of LIVU function, Energy management system etc.

## 4. Market Share of Main Products in Japan

(Unit: %)

		FY2016	FY2017	FY2018	FY2019	FY2020
Bus	FBX for bus	56.7%	57.8%	58.4%	60.1%	61.4%
	IC Card System	61.0%	61.3%	61.5%	63.4%	64.2%
	LED Destination Sign	42.2%	41.2%	40.9%	41.0%	40.9%
	LCD Sign	74.9%	73.4%	71.4%	72.3%	69.6%
Rail	FBX for rail	90.4%	91.1%	90.4%	91.4%	91.4%
Automob.	Fluorescent/LED Lightening for Trucks	87.0%	85.9%	86.2%	87.2%	86.1%
Industry	Recharger for Battery-Driven Forklifts	56.0%	59.1%	61.9%	58.4%	57.9%

## 5. Main events April 2020- May 2021

- 2020.04 LECIP CORPORATION absorbed and merged LECIP SLP CORPORATION.
- 2020.04 Developed "QUICK RIDE", a ticketing app that enables cashless payment from smartphones.
- 2020.05 Obtained EMV Level 2 certification for validator "LV-700".
- 2020.10 Started handling "1 day free ticket" of Yoro Railway (Gifu Prefecture) on the app "QUICK RIDE".
- 2020.11 Received IT Award (Social problem solving field) for "QUICK RIDE".
- 2020.12 Started handling "Burayasu Ticket" of Tokyo Bay City Bus (Chiba Prefecture) on the app "QUICK RIDE".
- 2020.12 Added commuter pass / carnet function to the app "QUICK RIDE".
- 2021.02 Validator "LV-700" had been decided to be adopted by German company IVU Traffic Technologies AG.
- 2021.02 Started handling "1 day bus ticket" and "Bus carnet" of Osaka City Bus (Osaka) on the app "QUICK RIDE".
- 2021.03 Started handling "Smartphone commuter pass" and "1 day free ticket" of Nagarakawa Railway (Gifu Prefecture) on the app "QUICK RIDE".
- 2021.05 Started handling "Daytime Ticket" of Gifu Bus (Gifu Prefecture) on the app "QUICK RIDE".

## 【Contact】

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