

Digest of Financial Results FY2021 [7213]



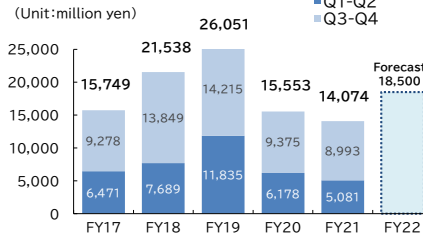
1. Current Results

(Unit: million yen)

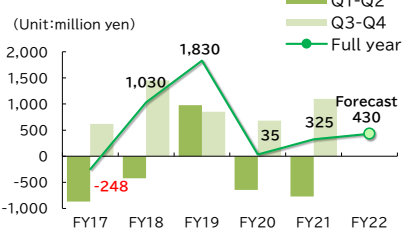
	FY2020	FY2021	Comparison		FY2022 Forecast	Comparison	
			Change	%		Change	%
Sales	15,553 (100.0)	14,075 (100.0)	-1,477	-9.5%	18,500 (100.0)	+4,424	+31.4%
COGS	12,250 (78.8)	10,121 (71.9)	-2,128	-17.4%	14,090 (76.2)	+3,968	+39.2%
Gross profit	3,303 (21.2)	3,954 (28.1)	+650	+19.7%	4,410 (23.8)	+455	+11.5%
SG&A	3,343 (21.5)	3,804 (27.0)	+460	+13.8%	3,960 (21.4)	+155	+4.1%
Operating Profit	-40 (-0.3)	149 (1.1)	+189	-	450 (2.4)	+300	triple
Ordinary Profit	35 (0.2)	325 (2.3)	+289	nonuple	430 (2.3)	+104	+32.3%
Net profit	-124 (-0.8)	53 (0.4)	+177	-	80 (0.4)	+26	+50.2%
Net income per share	-9.77 YEN	4.66 YEN	+14.43	-	6.22 YEN	+1.56	-
Exch.rate(US\$)	105.9 YEN	113.0 YEN	+7.1	6.7%	120.0 YEN	+7.0	6.2%

*Accounting Standard for Revenue Recognition has been applied from the FY2021. Sales decreased by 1,841 million yen and operating income increased by 11 million yen compared to before the standard was applied.

Sales graph



Ordinary Profit graph



2. Revenues by Segment (FY2021)

(Unit: million yen)

Sales	FY2020	FY2021	Comparison		Operating Profit	FY2020	FY2021	Comparison %
			Change	%				
Transport	10,393	10,501	+108	+1.0%	Transport	18	379	+361
(Bus)	(7,471)	(7,458)	(-13)	(-0.2%)	(Bus)	-	-	-
(Rail)	(1,905)	(2,064)	(+158)	(+8.3%)	(Rail)	-	-	-
(Automob.)	(1,016)	(979)	(-36)	(-3.6%)	(Automob.)	-	-	-
Industry (Energy Management System)	5,118	3,536	-1,582	(-30.9%)	Industry (Energy Management System)	-12	-173	-160
(Power Supply)	(2,019)	(2,001)	(-18)	(-0.9%)	(Power Supply)	-	-	-
(Eco&High voltage)	(536)	(659)	(+122)	(+22.9%)	(Eco&High voltage)	-	-	-
(EMS)	(2,562)	(875)	(-1,686)	(-65.8%)	(EMS)	-	-	-
Other	41	37	(-3)	(-13.3%)	Other	7	7	-0.1
(Elimination)	-	-	-	-	(Elimination)	-52	-63	-10.5
TOTAL	15,553	14,075	-1,477	-9.5%	TOTAL	-124	53	+177

3. Capital Investments and R&D

(Unit: million yen)

	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022 (Forecast)
Investment	492	770	916	337	289	400
Amortization	473	534	514	455	476	480
R&D	691	761	854	506	576	500

[FY2021 Breakdown]

Investment : Leased assets, Renewal of in-house equipment (IT infrastructure, facilities, machines, and devices etc.)
R&D : Cashless payment, Expansion of LIVU function, development of new chargers etc.

[FY2022 Breakdown Forecast]

Investment : Renewal of in-house equipment (machines, devices, IT infrastructure, facilities, and molds etc.)
R&D : Energy Management System, Expansion of LIVU function, Fare collection System for North America etc.

4. Market Share of Main Products in Japan

(Unit: %)

		FY2017	FY2018	FY2019	FY2020	FY2021
Bus	FBX for bus	57.8%	58.4%	60.1%	61.4%	61.9%
	IC Card System	61.3%	61.5%	63.4%	64.2%	63.3%
	LED Destination Sign	41.2%	40.9%	41.0%	40.9%	41.2%
	LCD Sign	73.4%	71.4%	72.3%	69.6%	70.7%
Rail	FBX for rail	91.1%	90.4%	91.4%	91.4%	91.5%
Automob.	Fluorescent/LED Lightning for Trucks	85.9%	86.2%	87.2%	86.1%	84.9%
Industry	Recharger for Battery-Driven Forklifts	59.1%	61.9%	58.4%	57.9%	62.7%

5. Key events April 2021- April 2022

Track record of adoption - a ticketing application "QUICK RIDE"

2021.04	Nagaragawa Railway (Sekai, Gifu)
2021.04	Gifu Bus (Gifu-city, Gifu)
2021.07	Umikko Bus (Chita, Aichi)
2021.09	Teisan Konan Totsu (Kusatsu, Shiga)
2021.10	Kumamoto City Transportation Bureau (Kumamoto-city, Kumamoto)
2021.10	Minokamo City Community Bus (Minokamo, Gifu)
2021.11	Ayashi Kanko Bus (Sendai, Miyagi)
2022.01	Yamako Bus (Yamagata-city, Yamagata)
2022.01	Sangi Railway (Yokkaichi, Mie)
2022.02	Seibu Kanko Bus (Chichibu, Saitama)
2022.04	Yamagata Railway (Nagai, Yamagata)
2022.04	Bocho Kotsu (Shunan, Yamaguchi)
2022.04	Meihankintetsu Bus (Ogaki, Gifu)

18 companies adopted "QUICK RIDE" (as of May, 2022)

Product News

2021.05	Received order for Fare Collection System from North County Transit District (California, USA)
2021.09	Renewal of industrial quick charger
2022.03	Started commercial development of new ticket system based on the ABT system
2022.04	Launched wireless Ailight button system for Bus

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