

Digest of Financial Results FY2022 [7213]

1. Financial Summary

(Unit: million yen)

	FY2021		FY2022		Comparison		FY2023		Comparison	
					Change	%	Forecast		Change	%
Sales	14,075	(100.0)	14,253	(100.0)	+177	+1.3%	19,000	(100.0)	+4,746	+33.3%
COGS	10,121	(71.9)	10,543	(74.0)	+422	+4.2%				
Gross profit	3,954	(28.1)	3,709	(26.0)	+244	+6.2%				
SG&A	3,804	(27.0)	4,019	(28.2)	+215	+5.7%				
Operating Profit	149	(1.1)	-310	(-2.2)	-459	-	1,000	(2.4)	+1,310	-
Ordinary Profit	325	(2.3)	-207	(-1.5)	-532	-	950	(2.3)	+1,157	-
Net profit	53	(0.4)	-249	(-1.8)	-302	-	450	(0.4)	+699	-
Net income per share	4.16 YEN		-19.19 YEN		-23.35	-	33.26 YEN		+52.45	-
Exch.rate(US\$)	113.0 YEN		136.0 YEN		+23.0	20.4%	130.0 YEN		-6.0	-4.4%

3. Capital Investments and R&D

(Unit: million yen)

	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023 (Forecast)
Investment	770	916	337	289	239	500
Amortization	534	514	455	476	477	500
R&D	761	854	506	576	523	700

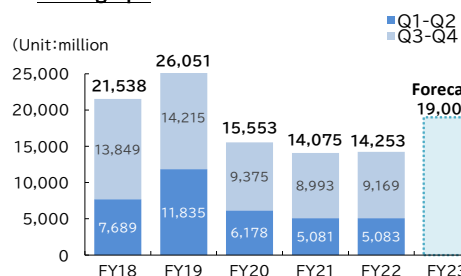
[FY2022 Breakdown]

Investment :Machinery and equipment, Software (core system improvement), Lease assets, etc.
R&D :New cashless payment methods, Development of digital signage systems, etc.

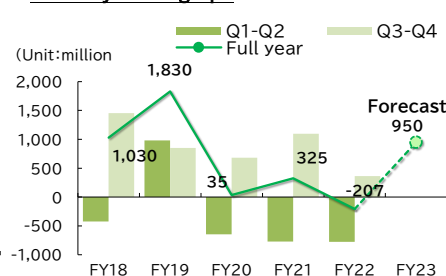
[FY2023 Breakdown Forecast]

Investment :Machinery and equipment, Molds, Renewal of in-house facilities, etc.
R&D :Development of new cashless equipment, Farebox and IC equipment (compatible with new banknotes), Lighting, power supply, etc.

Sales graph



Ordinary Profit graph



2. Revenues by Segment (FY2022)

(Unit: million yen)

Sales	FY2021		FY2022		Comparison		Operating Profit	FY2021		FY2022		Comparison	
					Change	%				Change	%		
Transport	10,501		10,080		-421	-4.0%	Transport	379		-256		-635	
(Bus)	(7,458)		(6,879)		(-578)	(-7.8%)	(Bus)	-		-		-	
(Rail)	(2,064)		(2,099)		(+35)	(+1.7%)	(Rail)	-		-		-	
(Automob.)	(979)		(1,101)		(+121)	(+12.4%)	(Automob.)	-		-		-	
Industry (Energy Management System)	3,536		4,135		+599	(+17.0%)	Industry (Energy Management System)	-173		-11		+162	
(Power Supply)	(2,001)		(2,602)		(+601)	(+30.1%)	(Power Supply)	-		-		-	
(Eco&High voltage)	(659)		(658)		(+)	(-0.1%)	(Eco&High voltage)	-		-		-	
(EMS)	(875)		(874)		(-1)	(-0.1%)	(EMS)	-		-		-	
Other	37		37		(+)	(-0.6%)	Other	7		9		+2	
(Elimination)	-		-		-	-	(Elimination)	-63		-51		+11	
TOTAL	14,075		14,253		+177	+1.3%	TOTAL	149		-310		-459	

4. Market Share of Main Products in Japan

(Unit: %)

		FY2018	FY2019	FY2020	FY2021	FY2022
Bus	FBX for Bus	58.4%	60.1%	61.4%	61.9%	62.0%
	IC Card System	61.5%	63.4%	64.2%	63.3%	61.6%
	LED Destination Sign	40.9%	41.0%	40.9%	41.2%	41.4%
	LCD Display	71.4%	72.3%	73.7%	74.6%	74.2%
Rail	FBX for Rail	90.4%	91.4%	91.4%	91.5%	91.8%
Automob.	Fluorescent/LED Lightning for Trucks	86.2%	87.2%	86.1%	84.9%	81.7%
Industry	Forklift Battery Recharging Units	61.9%	58.4%	57.9%	62.7%	69.4%

5. Key events April 2022- April 2023

- 2022.04 Started handling QUICK RIDE at BOCHO TOTSU, YAMAGATA RAILWAY and MEIHANKINTETSU BUS.
- 2022.05 Introduced cashless fare collection device "LV-700" at NAGARAGAWA RAILWAY.
- 2022.06 Introduced LV-700 at SEIBU BUS (Haneda Airport connecting bus).
- 2022.07 Introduced LV-700 at KEIHIN KYUKYO BUS (Haneda Airport-Yokohama Station (YCAT) route).
- 2022.07 Started handling QUICK RIDE at JOTETSU BUS.
- 2022.10 Started handling QUICK RIDE at LIFE BUS.
- 2022.11 Developed Anti-Leaving Device for School Bus using wireless Stop Request Button.
- 2022.12 Started handling QUICK RIDE at OMI BUS and IRIOMOTEJIMA KOTSU.
- 2023.02 Provided QUICK RIDE API to "MICAN App", an application for Ehime residents.
- 2023.02 Introduced LV-700 at ENODEN BUS, TOKYU BUS and NISHI TOKYO BUS.
- 2023.03 Introduced LV-700 at TOYAMA CHIHOU RAILWAY and KOKUSAI KOGYO.
- 2023.03 Anti-Leaving Device for School Bus certified as compliant with guidelines by the Ministry of Land, Infrastructure, Transport and Tourism.
- 2023.04 Arrival/Departure Information Display System introduced at Tokyo Station JR Expressway Bus Terminal.

