

# Digest of Financial Results FY2023 [7213]

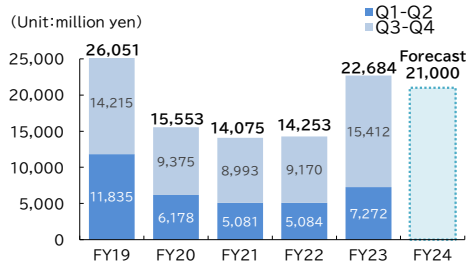
## 1. Financial Summary

(Unit: million yen)

|                      | FY2022         | FY2023         | Comparison |         | FY2024<br>Forecast | Comparison |        |
|----------------------|----------------|----------------|------------|---------|--------------------|------------|--------|
|                      |                |                | Change     | %       |                    | Change     | %      |
| Sales                | 14,253 (100.0) | 22,684 (100.0) | +8,431     | +59.2%  | 21,000 (100.0)     | -1,684     | -7.4%  |
| COGS                 | 10,543 (74.0)  | 14,820 (65.3)  | +4,266     | +40.6%  |                    |            |        |
| Gross profit         | 3,709 (26.0)   | 7,864 (34.7)   | +4,154     | +112.0% |                    |            |        |
| SG&A                 | 4,019 (28.2)   | 4,699 (20.7)   | +680       | +16.9%  |                    |            |        |
| Operating Profit     | -310 (-2.2)    | 3,164 (13.9)   | +3,474     | -       | 1,000 (4.8)        | -2,164     | -68.4% |
| Ordinary Profit      | -207 (-1.5)    | 3,557 (15.7)   | +3,764     | -       | 900 (4.3)          | -2,657     | -74.7% |
| Net profit           | -249 (-1.8)    | 2,416 (10.7)   | +2,666     | -       | 550 (2.6)          | -1,866     | -77.2% |
| Net income per share | -19.19 YEN     | 178.03 YEN     | +197.22    | -       | 40.4 YEN           | -137.63    | -77.3% |
| Exch.rate(US\$)      | 136.0 YEN      | 145.3 YEN      | +9.3       | +6.8%   | 145.0 YEN          | -0.3       | -0.2%  |

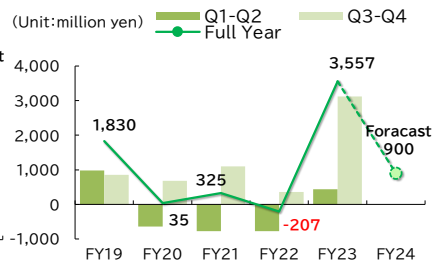
### Sales Graph

(Unit: million yen)



### Ordinary Profit Graph

(Unit: million yen)



## 2. Revenue by Segment

(Unit: million yen)

| Sales                                      | FY2022        | FY2023        | Comparison    |               | Operating Profit                    | FY2022      | FY2023       | Comparison    |   |
|--------------------------------------------|---------------|---------------|---------------|---------------|-------------------------------------|-------------|--------------|---------------|---|
|                                            |               |               | Change        | %             |                                     |             |              | Change        | % |
| <b>Transport</b>                           | 10,080        | 18,096        | +8,015        | +79.5%        | Transport                           | -256        | 2,785        | +3,041        |   |
| (Bus)                                      | (6,879)       | (13,869)      | (+6,990)      | (+101.6%)     | (Bus)                               | -           | -            | -             |   |
| (Rail)                                     | (2,099)       | (3,112)       | (+1,013)      | (+48.2%)      | (Rail)                              | -           | -            | -             |   |
| (Automob.)                                 | (1,101)       | (1,113)       | (+12)         | (+1.1%)       | (Automob.)                          | -           | -            | -             |   |
| <b>Industry (Energy Management System)</b> | 4,135         | 4,551         | +415          | (+10.0%)      | Industry (Energy Management System) | -11         | 436          | +447          |   |
| (Power Supply)                             | (2,602)       | (2,779)       | (+177)        | (+6.8%)       | (Power Supply)                      | -           | -            | -             |   |
| (Eco&High voltage)                         | (658)         | (775)         | (+116)        | (+17.7%)      | (Eco&High voltage)                  | -           | -            | -             |   |
| (EMS)                                      | (874)         | (996)         | (+122)        | (+14.0%)      | (EMS)                               | -           | -            | -             |   |
| Other                                      | 37            | 37            | (+0)          | (-0.4%)       | Other                               | 8           | 4            | -3            |   |
| (Elimination)                              | -             | -             | -             | -             | (Elimination)                       | -51         | -61          | -10           |   |
| <b>TOTAL</b>                               | <b>14,253</b> | <b>22,684</b> | <b>+8,431</b> | <b>+59.2%</b> | <b>TOTAL</b>                        | <b>-310</b> | <b>3,164</b> | <b>+3,474</b> |   |

## 3. Capital Investments and R&D

(Unit: million yen)

|              | FY2019 | FY2020 | FY2021 | FY2022 | FY2023 | FY2024<br>(Forecast) |
|--------------|--------|--------|--------|--------|--------|----------------------|
| Investment   | 916    | 337    | 289    | 239    | 551    | 1,600                |
| Amortization | 514    | 455    | 476    | 477    | 460    | 650                  |
| R&D          | 854    | 506    | 576    | 523    | 653    | 600                  |

[FY2023 Breakdown]

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

[FY2024 Breakdown Forecast]

Investment : Structure, 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.

## 4. Market Share of Main Products in Japan

(Unit: %)

|          |                                      | FY2019 | FY2020 | FY2021 | FY2022 | FY2023 |
|----------|--------------------------------------|--------|--------|--------|--------|--------|
| Bus      | FBX for Bus                          | 60.1%  | 61.4%  | 61.9%  | 62.0%  | 62.4%  |
|          | IC Card System                       | 63.4%  | 64.2%  | 63.3%  | 61.6%  | 61.8%  |
|          | LED Destination Sign                 | 41.0%  | 40.9%  | 41.2%  | 41.4%  | 42.1%  |
|          | LCD Display                          | 72.3%  | 73.7%  | 74.6%  | 74.2%  | 74.9%  |
| Rail     | FBX for Rail                         | 91.4%  | 91.4%  | 91.5%  | 91.8%  | 91.9%  |
| Automob. | Fluorescent/LED Lightning for Trucks | 87.2%  | 86.1%  | 84.9%  | 81.7%  | 67.9%  |
| Industry | Forklift Battery Recharging Units    | 58.4%  | 57.9%  | 62.7%  | 69.4%  | 56.8%  |

## 5. Key events April 2023- March 2024

- 2023.04 Deliver an arrival/departure information display system at the Tokyo Station JR Express Bus Terminal.
- 2023.04 Deliver the tap-and-go payment system on Hiroshima Airport Limousine Bus for the first time in the Chugoku region. (Hiroshima Electric Railway Co. and others)
- 2023.05 Provide a bus location system for city buses operated by the Transportation Bureau City of Nagoya.
- 2023.05 Receive an informal notice of order for fare collection system for METRO (Houston, TX, USA).
- 2023.07 Develop a mobile ticketing system specialized for tourists that does not require an app download and provide to Fujikyuu Bus (QUICK RIDE for Mt.Fuji)
- 2023.08 Develop "LV-1" farebox-linked multi-payment terminal machine. - Fukushima Transportation Inc., Aizu Bus, and Hokuriku Rail RoadGroup decide to introduce it.
- 2023.09 Conclude a business transfer agreement with Kato Burner Co., Ltd. for the high-voltage transformer business.
- 2023.10 Receive Good Design Award for Cloud-based Digital Information Delivery System CMP.
- 2023.10 Change the name of Subsidiary GIF DS OPERATION LTD to LECIP DIGITAL SIGNAGE CORPORATION.
- 2023.10 Receive an order for fare collection system for TriMet (Portland, Oregon, USA).
- 2024.2 LECIP ELECTRONICS CORPORATION decides on a plan to build a new plant
- 2024.3 Released mobile ticketing system "QUICK TRIP" for the tourism market.



LV-1



QUICK RIDE for Mt.FUJI

## [Contact]

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