

Digest of Financial Results FY2023 Q1-Q2 [7213]

1. Financial Summary

(Unit: million yen)

	FY2022 Q1-Q2	FY2023 Q1-Q2	Comparison		FY2023 Forecast	Comparison	
			Change	%		Change	%
Sales	5,083 (100.0)	7,272 (100.0)	+2,188	+43.0%	20,000 (100.0)	+5,746	+40.3%
COGS	4,188 (82.4)	5,081 (69.9)	+893	+21.3%			
Gross profit	895 (17.6)	2,190 (30.1)	+1,295	+144.7%			
SG&A	1,985 (39.1)	2,071 (28.5)	+86	+4.3%			
Operating Profit	-1,090 (-21.5)	118 (1.6)	+1,209	-	1,500 (7.5)	+1,810	-
Ordinary Profit	-774 (-15.2)	434 (6.0)	+1,208	-	1,800 (9.0)	+2,007	-
Net profit	-494 (-9.7)	246 (3.4)	+740	-	1,100 (5.5)	+1,349	-
Net income per share	-38.33 YEN	18.22 YEN	+56.55	-	81.03 YEN	+100.22	-
Exch.rate(US\$)	135.3 YEN	142.6 YEN	+7.3	+5.4%	145.0 YEN	+9.0	+6.6%

3. Capital Investments and R&D

(Unit: million yen)

	FY2019	FY2020	FY2021	FY2022	FY2023 Q1-Q2	FY2023 (Forecast)
Investment	916	337	289	239	100	400
Amortization	514	455	476	477	216	500
R&D	854	506	576	523	310	700

[FY2023 Q1-Q2 Breakdown]

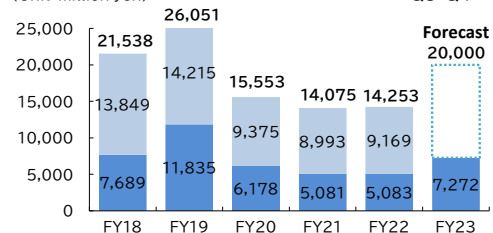
Investment : Construction in progress, Tools furniture&fixtures, Software, Molds, Machinery and equipment, etc.
R&D : New cashless payment methods, Development of digital signage systems, etc.

[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.

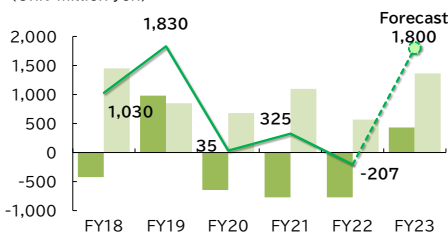
Sales graph

(Unit: million yen)



Ordinary Profit graph

(Unit: million yen)



2. Revenues by Segment

(Unit: million yen)

Sales	FY2022 Q1-Q2	FY2023 Q1-Q2	Comparison		Operating Profit	FY2022 Q1-Q2	FY2023 Q1-Q2	Comparison Change
			Change	%				
Transport	3,190	5,089	+1,899	+59.5%	Transport	-919	-48	+870
(Bus)	(1,792)	(3,461)	(+1,669)	(+93.2%)	(Bus)	-	-	-
(Rail)	(906)	(1,095)	(+189)	(+20.9%)	(Rail)	-	-	-
(Automob.)	(492)	(532)	(+40)	(+8.2%)	(Automob.)	-	-	-
Industry (Energy Management System)	1,874	2,163	+599	(+15.4%)	Industry (Energy Management System)	-147	195	+342
(Power Supply)	(1,161)	(1,356)	(+601)	(+16.8%)	(Power Supply)	-	-	-
(Eco&High voltage)	(317)	(313)	(+)	(-1.5%)	(Eco&High voltage)	-	-	-
(EMS)	(395)	(493)	(-1)	(+24.9%)	(EMS)	-	-	-
Other (Elimination)	(18)	(18)	(-0)	(-0.8%)	Other	5	4	-1
(Elimination)	-	-	-	-	(Elimination)	-28	-31	-3
TOTAL	5,083	7,272	+2,188	+43.0%	TOTAL	-1,090	118	+1,209

4. Market Share of Main Products in Japan

(Unit: %)

		FY2019	FY2020	FY2021	FY2022	FY2023 Q1-Q2
Bus	FBX for Bus	60.1%	61.4%	61.9%	62.0%	61.9%
	IC Card System	63.4%	64.2%	63.3%	61.6%	61.9%
	LED Destination Sign	41.0%	40.9%	41.2%	41.4%	41.6%
	LCD Display	72.3%	73.7%	74.6%	74.2%	74.0%
Rail	FBX for Rail	91.4%	91.4%	91.5%	91.8%	91.8%
Automob.	Fluorescent/LED Lightning for Trucks	87.2%	86.1%	84.9%	81.7%	74.5%
Industry	Forklift Battery Recharging Units	58.4%	57.9%	62.7%	69.4%	57.0%

5. Key events April 2023 - October 2023

- 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).



LV-1



QUICK RIDE for Mt.FUJI

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The delivery record of the "Quick Ride" ticket purchase application

- 2023.05 Nishi Tokyo Bus (Hachioji City, Tokyo)
- 2023.07 Nishikawa Town Route Bus (Nishikawa Town, Yamagata)
- 2023.06 Daijyu Bus (Kimino Town, Kaisou-gun, Wakayama)
- 2023.09 Akiha Bus (Morimachi, Shuchi-gun, Shizuoka)