

# FY 2013 (1 April 2013– 30 March 2014) Financial Results

## LECIP GROUP Mid-Range Strategy (FY 2013–2015)

- Name : +1=2015 (Plus-One 2015)
- Goals : Consolidated sales ¥20 billion, Ordinary Profit ¥1.2 billion by end of FY 2015

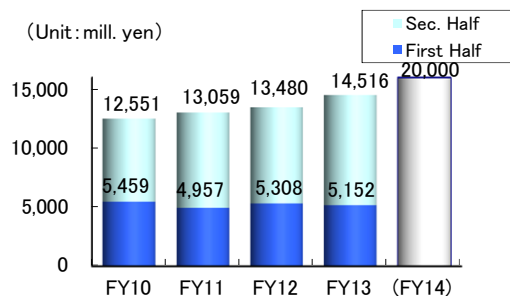
### 1. Current Results

(Unit: mill. yen)

	FY 2012	FY 2013	Cf. last year		FY 2014 (forecast)	Cf. last year	
			Change	%		Change	%
Sales	13,480 (100.0)	14,516 (100.0)	+1,036	+7.7%	20,000 (100.0)	+5,483	+37.8%
COGS	10,264 (76.1)	10,906 (75.1)	+642	+6.3%			
Gross Profit	3,215 (23.9)	3,609 (24.9)	+393	+12.2%			
SG&A	2,738 (20.3)	3,272 (22.5)	+534	+19.5%			
Operating Profit	477 (3.5)	336 (2.3)	-140	-29.5%	500 (2.5)	+163	+48.8%
Ordinary Profit	526 (3.9)	349 (2.4)	-177	-33.7%	500 (2.5)	+150	+43.3%
Net Profit	292 (2.2)	71 (0.5)	-220	-75.6%	200 (1.0)	+127	+181.7%
Net Earn. Per Share	23.43 JPY	6.55 JPY	-16.88	-75.6%	18.30 JPY	+11.75	+179.4%
Exch. rate (US\$)	83.3 JPY	100.5 JPY	+17.2	+20.6%	105.0 JPY	+4.5	+5.4%

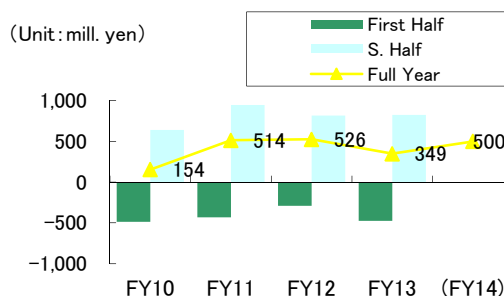
(Sales Graph)

(Unit: mill. yen)



(Ordinary Profit Graph)

(Unit: mill. yen)



### 2. Revenues by Segment (Full Year FY 2013)

(Unit: mill. yen)

Sales	FY 2012 Full Year	FY 2013 Full Year	Comparison		Operating Profit	FY 2012 Full Year	FY 2013 Full Year	Cf.	
			Change	%				Change	%
Transport	8,397	9,672	+1,274	+15.2%	Transport	476	293	-183	
(Bus)	(6,326)	(7,271)	(+944)	(+14.9%)	(Bus)	-	-	-	
(Rail)	(1,306)	(1,402)	(+96)	(+7.4%)	(Rail)	-	-	-	
(Automob.)	(764)	(998)	(+233)	(+30.5%)	(Automob.)	-	-	-	
S&D	1,272	893	-379	-29.8%	S&D	-66	-11	+55	
Industry	3,764	3,906	+141	+3.7%	Industrial	116	115	-1	
Other	44	44	+0	-0.1%	Other	0	-3	-4	
Elimination	-	-	-	-	Elimination	-50	-57	-7	
<b>Total</b>	<b>13,480</b>	<b>14,516</b>	<b>+1,036</b>	<b>+7.7%</b>	<b>Total</b>	<b>477</b>	<b>336</b>	<b>-140</b>	

### 3. Business Investments and R&D

(Unit: mill. yen)

	FY 2009 Full Year	FY 2010 Full Year	FY 2011 Full Year	FY 2012 Full Year	FY 2013 Full Year	(FY 2014) Full Year
Inv.(tang.·intang.)	188	246	198	218	554	650
Amortization	353	308	275	243	323	330
R&D	164	168	292	353	766	640

(Investments FY 2013)

Investments : (AFC for domestic market) Software, Molds, Machines and Equipment etc.

R&D : AFC and TMS for NA market, Lightning for Bus, Rail and Auto etc.

### 4. Main Products Market Share (Japan)

(Unit: %)

		FY 2009 Full	FY 2010 Full	FY 2011 Full	FY 2012 Full	FY 2013 Full
Bus	FBX for bus	48.9%	50.6%	51.0%	51.9%	52.5%
	IC Card System	52.2%	55.8%	56.2%	57.4%	58.3%
	LCD Sign	69.9%	71.1%	74.1%	73.1%	69.4%
	LED Destination Sign	42.3%	40.8%	41.6%	41.4%	40.9%
Rail	FBX for rail	91.3%	91.0%	91.0%	91.2%	91.2%
Auto	Flour. Lightning for Trucks	83.9%	85.9%	84.8%	85.0%	84.8%
Industry	Recharger Battery-Driven Forklifts	59.5%	55.2%	56.3%	57.4%	56.3%

### 5. Main events April 2013 – today

- 2013.05.10 Announcement of mid-range strategy “+1=2015” (FY 2013–2015)
- 2013.08.22 Completed the acquisition of Arcontia International AB
- 2013.10.01 Established LECIP THAI Co., Ltd.
- 2013.12.03 AFC order from Clark County Public Transit Benefit Area, US
- 2014.02.12 Upgraded to First Section of Tokyo and Nagoya Stock Exchange
- 2014.04.01 Completed 2-for-1 stock split

#### Contact

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