

Financial Results FY 2014 (1 April 2014– 31 March 2015)

LECIP
GROUP

(Securities Code: 7213)

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

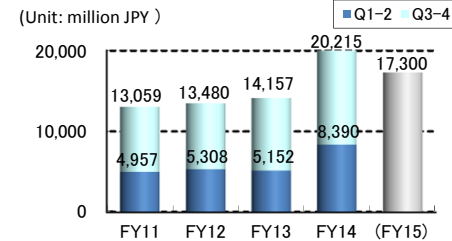
- Name : +1=2015(Plus-One 2015)
- Goals : Consolidated sales ¥20 billion, Ordinary Profit ¥1,2 billion by end of FY 2015

1. Current Results

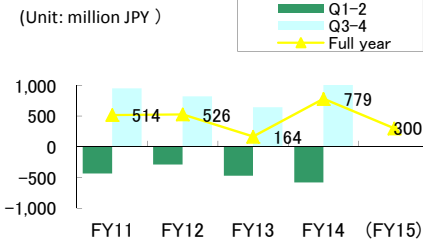
* We completed a 2-for-1 stock split in April 2014; however, to facilitate comparison year-over-year, post-split number is used as denominator for both FY 2013 and FY 2014.
(Unit: million JPY)

	FY 2013	FY 2014	Cf. last year		FY 2015 (forecast)	Cf. last year	
			Change	%		Change	%
Sales	14,157 (100.0)	20,215 (100.0)	+6,058	+42.8%	17,300 (100.0)	-2,915	-14.4%
COGS	10,772 (76.1)	15,975 (79.0)	+5,203	+48.3%			
Gross Profit	3,384 (23.9)	4,239 (21.0)	+855	+25.3%			
SG&A	3,232 (22.8)	3,635 (18.0)	+403	+12.5%			
Operating Profit	151 (1.1)	603 (3.0)	+452	+297.5%	300 (1.7)	-303	-50.3%
Ordinary Profit	164 (1.2)	779 (3.9)	+614	+372.9%	300 (1.7)	-479	-61.5%
Net Profit	-98 (-0.7)	227 (1.1)	+325	-330.7%	75 (0.4)	-152	-67.0%
Net Earnings/Share	-9.05 JPY	20.76 JPY	29.81	-329.4%	6.83 JPY	-13.9	-67.1%
Exch. rate(US\$)	100.5 JPY	110.6 JPY	+10.1	+10.1%	120.0 JPY	+9.4	+8.5%

(Sales Graph)



Ordinary Profit Graph



2. Sales by Segment

(Unit: million JPY)

Sales	FY 2013 Full Year	FY 2014 Full Year	Comparison		Operating Profit Full Year	FY 2013 Full Year	FY 2014 Full Year	Cf.	
			Change	%				Change	%
Transport (Bus)	9,313 (6,912)	12,416 (9,760)	+3,102 (+2,847)	+33.3% (+41.2%)	96	96	-201	-298	
(Rail)	(1,402)	(1,829)	(+426)	(+30.4%)	-	-	-	-	
(Automob.)	(998)	(826)	(-171)	(-17.2%)	-	-	-	-	
Industry	4,799	7,754	+2,955	+61.6%	114	114	866	+752	
Other	44	44	+0	-0.4%	-1	-1	3	+4	
Elimination	-	-	-	-	-57	-57	-64	-6	
Total	14,157	20,215	+6,058	+42.8%	151	151	603	+452	

3. Investments and R&D

(Unit: million JPY)

	FY 2010 Full Year	FY 2011 Full Year	FY 2012 Full Year	FY 2013 Full Year	FY 2014 Full Year	FY 2015 (forecast)
Investments	246	198	218	537	652	740
Amortization	308	275	243	323	408	412
R&D	168	292	353	766	585	585

Investments FY 2014

Investments : SW for NA market, molds for bus, rail and automobile lightning etc.

R&D : AFC and TMS for NA market, Color LED Destination Sign, lightning for rail etc.

4. Market Share of Main Products (Japan)

(Unit: %)

		FY 2010 End	FY 2011 End	FY 2012 End	FY 2013 End	FY 2014 End
Bus	FBX for bus	50.6%	51.0%	51.9%	52.5%	54.7%
	IC Card System	55.8%	56.2%	57.4%	58.3%	60.3%
	LCD Sign	71.1%	74.1%	73.1%	69.4%	72.4%
	LED Destination Sign	40.8%	41.6%	41.4%	40.9%	41.7%
Rail	FBX for rail	91.0%	91.0%	91.2%	91.2%	91.2%
Auto	Flour. Lightning for Trucks	85.9%	84.8%	85.0%	84.8%	85.5%
Industry	Battery-Driven Forklift Recharger	55.2%	56.3%	57.4%	56.3%	57.9%

5. Main events FY 2014

- 2014.04 Completed 2-for-1 stock split
- 2014.06 North American market: awarded contract for AFC system by Des Moines Area Regional Transit Authority (DART)
- 2014.08 Established LECIP S.A. de C.V. in Mexico City, Mexico
- 2014.12 Development of Color LED Destination Sign

Contact

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