

Half year Financial Results FY2016

LECIP
GROUP

(Securities Code: 7213)

LECIP GROUP New management plan for 5 year (April 2016 to March 2021)

- Title : CA2020(Challenge Again 2020)
- Targets : Stable Sales ¥ 20 billion, operating profit ¥1 billion

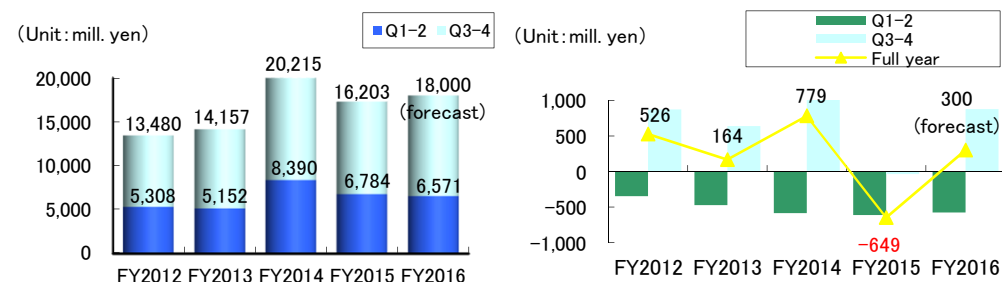
1. Current Results

(Unit: mill. yen)

	FY 2015 Q2	FY 2016 Q2	Cf. last year		FY 2016 Full Year (forecast)	Cf. last year	
			Change	%		Change	%
Sales	6,784 (100.0)	6,571 (100.0)	-212	-3.1%	18,000 (100.0)	+1,797	+11.1%
COGS	5,583 (82.3)	5,277 (80.3)	-305	-5.5%			
Gross profit	1,201 (17.7)	1,294 (19.7)	+93	+7.7%			
SG&A	1,811 (26.7)	1,729 (26.3)	-81	-4.5%			
Operating Profit	-610 (-9.0)	-435 (-6.6)	+174	-	300 (1.7)	+871	+152.5%
Ordinary Profit	-613 (-9.0)	-577 (-8.8)	+36	-	300 (1.7)	+949	+146.2%
Net profit	-502 (-7.4)	-427 (-6.5)	+74	-	50 (0.3)	+1,428	+103.6%
Exch.rate(US\$)	121.7 yen	105.4 yen	-16.3	-13.4%	110.0 yen	-10.2	-8.50%

(Sales Graph)

(Ordinary Profit Graph)



2. Sales by Segment

(Unit: mill. yen)

Sales	FY2015 Q2	FY2016 Q2	Comparison		Operation profit	FY2015 Q2	FY2016 Q2	Comparison	
			Change	%				Change	%
Transport	4,398	4,277	-121	-2.8%	Transport	-605	-446	+158	
(Bus)	(3,300)	(3,229)	(-71)	(-2.2%)	(Bus)	-	-	-	
(Rail)	(675)	(604)	(-70)	(-10.4%)	(Rail)	-	-	-	
(Automob.)	(422)	(443)	(+20)	(+4.8%)	(Automob.)	-	-	-	
Industry	2,363	2,272	-90	(-3.8%)	Industry	46	40	-6	
(Eco/HV)	(420)	(340)	(-80)	(-19.1%)	(Eco/HV)	-	-	-	
(PS)	(1,200)	(1,090)	(-109)	(-9.1%)	(PS)	-	-	-	
(EMS)	(742)	(841)	(+99)	(+13.3%)	(EMS)	-	-	-	
others	22	21	-0	-1.4%	others	2	1	-0	
(Elimination)	-	-	-	-	(Elimination)	-54	-31	+23	
total	6,784	6,571	-212	-3.1%	total	-610	-435	+174	

3. Investments and R&D

(Unit: mill. yen)

	FY2012	FY2013	FY2014	FY2015	FY2016	
	Full Year	Full Year	Full Year	Full Year	Q2	Full Year (forecast)
Investment	218	537	652	488	194	565
Amortization	243	323	408	395	159	400
R&D	353	766	585	528	208	527

(FY2016 Breakdown)

Investment : molds for farebox and display, Software of AFC for North America, TMS,

Project management software, etc

R&D : Improvements and function addition of Fare box and TMS, development of automotive display,

Lightning for North America, etc

4. Market Share of Main Products(Japan)

(Unit: %)

		FY2012	FY2013	FY2014	FY2015	FY2016
		Full	Full	Full	Full	2Q
Bus	FBX for bus	51.9%	52.5%	54.7%	55.4%	55.6%
	IC Card System	57.4%	58.3%	60.3%	59.9%	60.0%
	LCD Sign	73.1%	72.0%	72.4%	74.4%	72.8%
	LED Destination Sign	41.4%	40.9%	41.7%	41.8%	42.2%
Rail	FBX for rail	91.2%	91.2%	91.2%	90.4%	90.4%
Automob	Flour. Lightning for Trucks	85.0%	84.8%	85.5%	85.4%	86.2%
Industry	Recharger Battery-Driven Forklifts	57.4%	56.3%	57.9%	57.6%	56.0%

5. Main events April 2016- September 2016

- 2016.04.01 Introduction of limited area and occupation employment system
- 2016.06.08 Development of "Talking Bus Stop" voice guidance system for bus stops.
- 2016.07.18 Introduction of AFC System for fixed route buses of the Clark County Public Transit Benefit Area in US, which is the first in Japan.
- 2016.10.04 Participation in Exhibition "CEATEC JAPAN 2016"
- 2016.10.11 26 million USD increase in capital of LECIP INC. (US)
- 2016.10.19 Participation in Exhibition "SITCE 2016" (Singapore)

【Contact】

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