

FY 2016 Financial Results

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

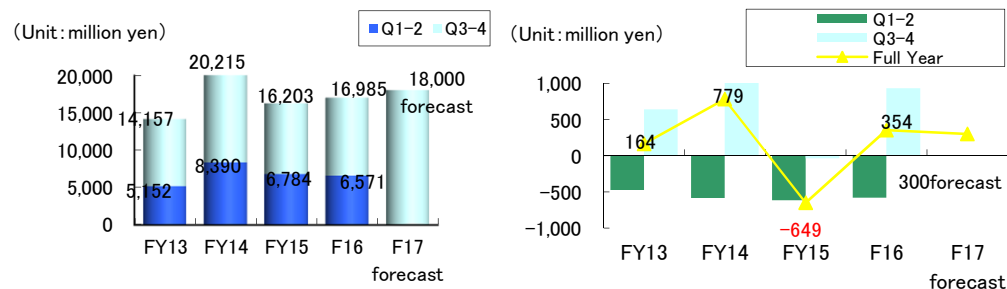
1. Current Results

(Unit: million yen)

	FY2015 Full Year	FY2016 Full Year	Comparison		FY2017(Full Year) (forecast)	Comparison	
			Change	%		Change	%
Sales	16,203 (100.0)	16,985 (100.0)	+782	+4.8%	18,000 (100.0)	+1,015	+6.0%
COGS	13,120 (81.0)	13,026 (76.7)	-94	-0.7%			
Gross profit	3,082 (19.0)	3,959 (23.3)	+876	+28.4%			
SG&A	3,654 (22.6)	3,475 (20.5)	-178	-4.9%			
Operating Profit	-571 (-3.5)	483 (2.8)	+1,055	-	300 (1.7)	-183	-38.0%
Ordinary Profit	-649 (-4.0)	354 (2.1)	+1,003	-	300 (1.7)	-54	-15.3%
Net profit	-1,378 (-8.5)	50 (0.3)	+1,429	-	30 (0.2)	-20	-41.0%
Net income per share	-125.25 yen	4.59 yen	+129.84	-			
Exch.rate(US\$)	120.2 yen	108.7 yen	-11.4	-9.5%	110.0 yen	+1.3	1.2%

Sales Graph

Ordinary Profit Graph



2. Revenues by Segment(Full Year FY 2016)

(Unit: million yen)

【Sales】	FY2015 Full Year	FY2016 Full Year	Comparison		Operating Profit Full Year	FY2015 Full Year	FY2016 Full Year	Comparison	
			Change	%				Change	%
Transport (Bus)	11,424 (8,964)	11,674 (9,279)	+249 (+315)	+2.2% (+3.5%)	-638	226	+864		
(Rail)	(1,585)	(1,454)	(-130)	(-8.3%)	-	-	-		
(Automob.)	(874)	(940)	(+65)	(+7.5%)	-	-	-		
Industry (Eco&High voltage)	4,734 (834)	5,267 (655)	+533 (+179)	+11.3% (+21.5%)	127	315	+187		
(Power Supply)	(2,293)	(2,874)	(+581)	(+25.3%)	-	-	-		
(EMS)	(1,606)	(1,737)	(+131)	(+8.2%)	-	-	-		
Other (Elimination)	44	43	-0	-0.9%	6	3	-2		
Total	16,203	16,985	+782	+4.8%	-571	483	+1,055		

3. Investments and R&D

(Unit: million yen)

	FY2012 Full Year	FY2013 Full Year	FY2014 Full Year	FY2015 Full Year	FY2016 Full Year	(forecast) FY2017 Full Year
Investment	218	537	652	488	306	350
Amortization	243	323	408	395	252	300
R&D	353	766	585	528	445	500

(FY2016 Breakdown)

Investment : Mold of FBX and display, AFC for North America, TMS etc

R&D : Function addition and improvement of FBX and TMS, Development of TMS, Light for North America, etc

4. Market Share of Main Products

(Unit: %)

		FY2012 Full	FY2013 Full	FY2014 Full	FY2015 Full	FY2016 Full
Bus	FBX for bus	51.9%	52.5%	54.7%	55.4%	56.7%
	IC Card System	57.4%	58.3%	60.3%	59.9%	61.0%
	LCD Sign	73.1%	72.0%	72.4%	74.4%	74.9%
	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%	87.0%
Industry	Recharger Battery-Driven Forklifts	57.4%	56.3%	57.9%	57.6%	56.0%

5. Main events April 2016- May 2017

- 2016.04.01 Introduced Area-limited emplited employment arrangement
- 2016.07.18 Introduced AFC System for fixed route buses of the Clark County Public Transit Benefit Area in US, which is the first time as Japanese company
- 2016.11.04 Development of AVL (Automatic Vehicle Location) system for route buses
- 2017.04.01 Introduced systems for the promotion of reform labor conditions
- 2017.04.07 Development of status monitoring system for Uninterruptible power supply

【Contact】

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