

Financial Results FY2019 (7213)



Regarding the forecast for FY2020, it is still pending because we have difficult to forecast it reasonably at this time due to the impact of COVID-19.

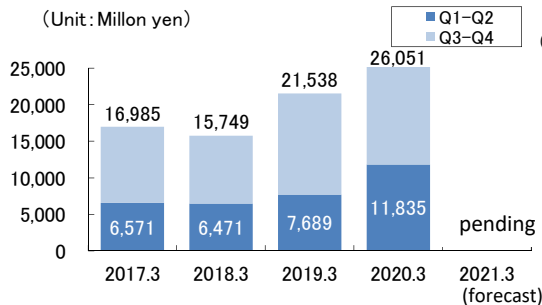
1. Current Results

(Unit: million yen)

	FY2018	FY2019	Comparison		FY2020 Forecast	Comparison	
			Change	%		Change	%
Sales	21,538 (100.0)	26,051 (100.0)	+4,512	+21.0%	pending		
COGS	16,690 (77.5)	19,770 (75.9)	+3,079	+18.5%			
Gross profit	4,847 (22.5)	6,280 (24.1)	+1,433	+29.6%			
SG&A	3,826 (17.8)	4,425 (17.0)	+599	+15.7%			
Operating Profit	1,021 (4.7)	1,854 (7.1)	+833	+81.6%			
Ordinary Profit	1,030 (4.8)	1,830 (7.0)	+800	+77.8%			
Net profit	438 (2.0)	891 (3.4)	+452	+103.3%			
Net income per share	38.75 yen	74.39 yen	+36	-			
Exch.rate(US\$)	111.1 yen	109.0 yen	-2.1	-1.9%			

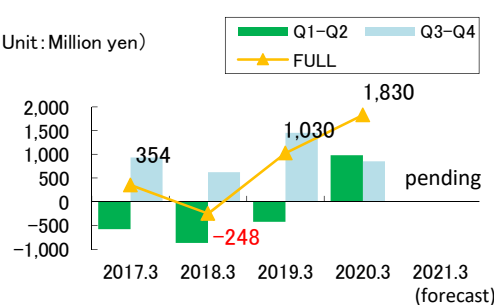
(Sales graph)

(Unit: Million yen)



(Ordinary Profit graph)

(Unit: Million yen)



2. Revenues by Segment(FY2019)

(Unit: million yen)

Sales	FY2018 Full Year	FY2019 Full Year	Comparison		Operating Profit Full Year	FY 2018 Full Year	FY2019 Full Year	Comparison %
			Change	%				
Transport	15,977	20,171	+4,193	+26.2%	986	1,817	+830	
(Bus)	(13,197)	(16,889)	(+3,691)	(+28.0%)	-	-	-	
(Rail)	(1,649)	(2,160)	(+511)	(+31.0%)	-	-	-	
(Automob.)	(1,130)	(1,121)	(-8)	(-0.8%)	-	-	-	
Industry	5,517	5,836	+319	(+5.8%)	75	84	+8	
(Power Supply)	(2,116)	(2,216)	(+100)	(+4.7%)	-	-	-	
(Eco&High voltage)	(789)	(662)	(-126)	(-16.0%)	-	-	-	
(EMS)	(2,611)	(2,957)	(+345)	(+13.2%)	-	-	-	
Other	43	43	-0.4	-1.1%	5	2	-2.0	
(Elimination)	-	-	-	-	(-46)	(-49)	-3.0	
Total	21,538	26,051	+4,512	+21.0%	1,021	1,854	+833	

3. Investments and R&D

(Unit: million yen)

	FY2016 Full Year	FY2017 Full Year	FY2018 Full Year	FY2019 Full Year	FY2020 (forecast)
Investment	306	492	770	916	
Amortization	384	473	534	514	pending
R&D	445	691	761	854	

(FY2019 Breakdown)

Investment: IT infrastructure, repair and renewal of aging infrastructure such as buildings, expansion of printed circuit board mounting line, etc.

R&D: expansion of LIVU function, fare collection equipment including cashless payment, new fare boxes for North America, etc.

4. Market Share of Main Products in Japan

(Unit: %)

		FY2015 Full	FY2016 Full	FY2017 Full	FY2018 Full	FY2019 Full
Bus	FBX for bus	55.4%	56.7%	57.8%	58.4%	60.1%
	IC Card System	59.9%	61.0%	61.3%	61.5%	63.4%
	LED Destination Sign	41.8%	42.2%	41.2%	40.9%	41.0%
	LCD Sign	74.4%	74.9%	73.4%	71.4%	72.3%
Rail	FBX for rail	90.4%	90.4%	91.1%	90.4%	91.4%
Automob.	Flour. Lightning for Trucks	85.4%	87.0%	85.9%	86.2%	87.2%
Industry	Recharger Battery-Driven Forklifts	57.6%	56.0%	59.1%	61.9%	58.4%

5. Main events April 2019- April 2020

- 2019.05 Development of Validator "LV-700" for international business that supports cashless payments such as contactless credit cards and QR codes.
- 2019.06 Exhibiting at UITP Global Public Transport Summit in Sweden.
- 2019.07 Announcement of enhancement of shareholder benefit program and partial change.
- 2019.10 Exhibiting at ITS World Congress 2019 in Singapore.
- 2019.10~11 Capital increase through public offering and raised approximately 900m yen.
- 2019.12 New office "Tokyo Second Development Center" opened.
- 2020.03 Started operation of self-consumption solar power generation facility on the premises of the head office.
- 2020.04 Developed Ticketing app "QUICK RIDE".
- 2020.04 LECIP SLP CORPORATION is merged into LECIP CORPORATION.

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