

Financial Results FY2021 Q1-Q2(7213)

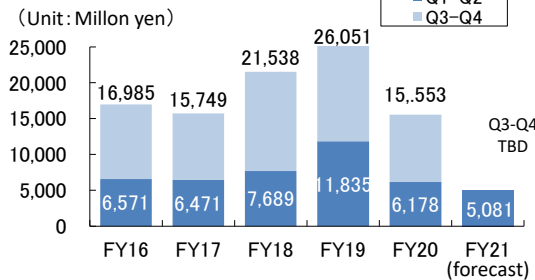
1. Current Results

(Unit: million yen)

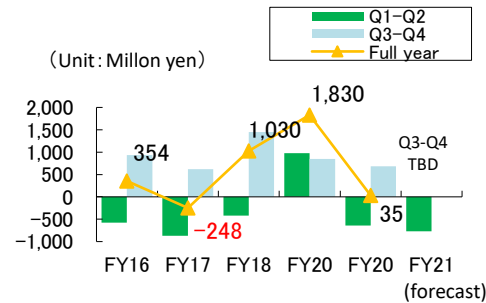
	FY2020 Q1-Q2	FY2021 Q1-Q2	Comparison		FY2021 Forecast	Comparison	
			Change	%		Change	%
Sales	6,178 (100.0)	5,081 (100.0)	-1,096	-17.7%	TBD		
COGS	5,148 (83.3)	4,065 (80.0)	-1,083	-21.0%			
Gross profit	1,029 (16.7)	1,016 (20.0)	-12	-1.2%			
SG&A	1,673 (27.1)	1,813 (35.7)	+139	+8.3%			
Operating Profit	-644 (-10.4)	-796 (-15.7)	-152	-			
Ordinary Profit	-644 (-10.4)	-772 (-15.2)	-127	-			
Net profit	-493 (-8.0)	-581 (-11.4)	-88	-			
Net income per share	-38.74 YEN	-45.50 YEN	-6.76	-			
Exch.rate (US\$)	106.3 YEN	110.1 YEN	+3.8	3.6%			

* Due to the application of the revenue recognition standard, sales have decreased by 1,301 million yen and operating income has decreased by 192 million yen compared to before the standard was applied.

Sales graph



Ordinary Profit graph



2. Revenues by Segment (FY2021)

(Unit: million yen)

Sales	FY2020	FY2021	Comparison		Operating Profit	FY2020	FY2021	Comparison	
			Change	%				Change	%
Transport	3,868	3,394	-474	-12.3%	Transport	-558	-635	-77	-
(Bus)	(2,604)	(2,089)	(-515)	(-19.8%)	(Bus)	-	-	-	-
(Rail)	(805)	(783)	(-21)	(-2.7%)	(Rail)	-	-	-	-
(Automob.)	(458)	(520)	(+62)	(+13.7%)	(Automob.)	-	-	-	-
Energy Management System	2,288	1,668	-619	(-27.1%)	Energy Management System	-58	-142	-83	-
(Power Supply)	(931)	(916)	(-15)	(-1.6%)	(Power Supply)	-	-	-	-
(Eco&High voltage)	(269)	(326)	(+57)	(+21.3%)	(Eco&High voltage)	-	-	-	-
(EMS)	(1,087)	(426)	(-661)	(-60.8%)	(EMS)	-	-	-	-
Other	21	18	(-3)	(-13.3%)	Other	4	4	-0.1	-
(Elimination)	-	-	-	-	(Elimination)	-30	-22	+8.6	-
TOTAL	6,178	5,081	-1,096	-17.7%	TOTAL	-644	-796	-152	-

3. Investments and R&D

(Unit: million yen)

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021 Q1-Q2
Investment	306	492	770	916	337	85
Amortization	384	473	534	514	433	228
R&D	445	691	761	854	506	233

(FY2021 Q1-Q2 Breakdown)

Investment: Renewal of software and in-house equipment (molds, machines, devices etc.)

R&D: Cashless payment, Expansion of LIVU function, Energy management system etc.

4. Market Share of Main Products in Japan

(Unit: %)

		FY2017	FY2018	FY2019	FY2020	FY2021 Q1-Q
Bus	FBX for bus	57.8%	58.4%	60.1%	61.4%	61.9%
	IC Card System	61.3%	61.5%	63.4%	64.2%	64.1%
	LED Destination Sign	41.2%	40.9%	41.0%	40.9%	41.0%
	LCD Sign	73.4%	71.4%	72.3%	69.6%	73.6%
Rail	FBX for rail	91.1%	90.4%	91.4%	91.4%	91.4%
Automob.	Fluorescent/LED Lightning for Trucks	85.9%	86.2%	87.2%	86.1%	83.2%
EMS	Recharger for Battery-Driven Forklifts	59.1%	61.9%	58.4%	57.9%	61.2%

5. Main events April 2021- October 2021

- 2021.04 Started handling "Smartphone commuter pass" and "1 day pass" for Nagarakawa Railway (Gifu Pref.) on the app "QUICK RIDE".
- 2021.04 Started handling "Daytime Ticket" for Gifu Bus (Gifu Pref.) on the app "QUICK RIDE"
- 2021.05 Awarded a contract for a cash fare collection system from North County Transit District, California, USA
- 2021.07 Started handling "1 day pass" and "Coupon ticket" for Umikko Bus (Aichi Pref.) on the app "QUICK RIDE"
- 2021.09 Renewal of industrial quick charger
- 2021.09 Started handling "Coupon ticket" for Teisan Konan Kotsu (Shiga Pref.) on the app "QUICK RIDE"
- 2021.10 Started handling "Mobile commuter pass" for Kumamoto City Transportation Bureau (Kumamoto Pref.) on the app "QUICK RIDE"
- 2021.10 Started handling "commuter pass" and "coupon ticket" of Minokamo City Community Bus (Gifu Pref.) on the app "QUICK RIDE"