



FY2022/3 First Quarter Results

Japan Elevator Service Holdings

(TSE 1st Section: 6544)

August 6, 2021

1

FY2022/3 First Quarter Results

2

FY2022/3 Consolidated Financial Forecasts



**FY2022/3
First Quarter Results**

FY2022/3 First Quarter Results (Performance)

(million yen)

	FY2021/3 1Q		FY2022/3 1Q		YoY (%)
	Actual	Ratio to sales (%)	Actual	Ratio to sales (%)	
Net sales	5,263	100.0	6,732	100.0	127.9
Cost of sales	3,220	61.2	4,122	61.2	128.0
Gross profit	2,043	38.8	2,610	38.8	127.7
SG&A	1,285	24.4	1,744	25.9	135.8
Operating profit	758	14.4	865	12.9	114.1
Non-operating income	95	1.8	103	1.5	107.8
Non-operating expenses	5	0.1	7	0.1	149.8
Ordinary profit	849	16.1	961	14.3	113.2
Extraordinary income	14	0.3	—	—	—
Extraordinary losses	0	0.0	2	0.0	300.9
Profit before income taxes	863	16.4	959	14.2	111.1
Profit attributable to owners of parent	576	11.0	605	9.0	105.0

(million yen)

	FY2021/3 1Q		FY2022/3 1Q		YoY (%)
	Amount	Ratio (%)	Actual	Ratio (%)	
Maintenance and Preservation Services	4,018	76.4	4,970	73.8	123.7
Modernization Services	1,037	19.7	1,606	23.9	154.8
Other	207	3.9	154	2.3	74.5
Total	5,263	100.0	6,732	100.0	127.9



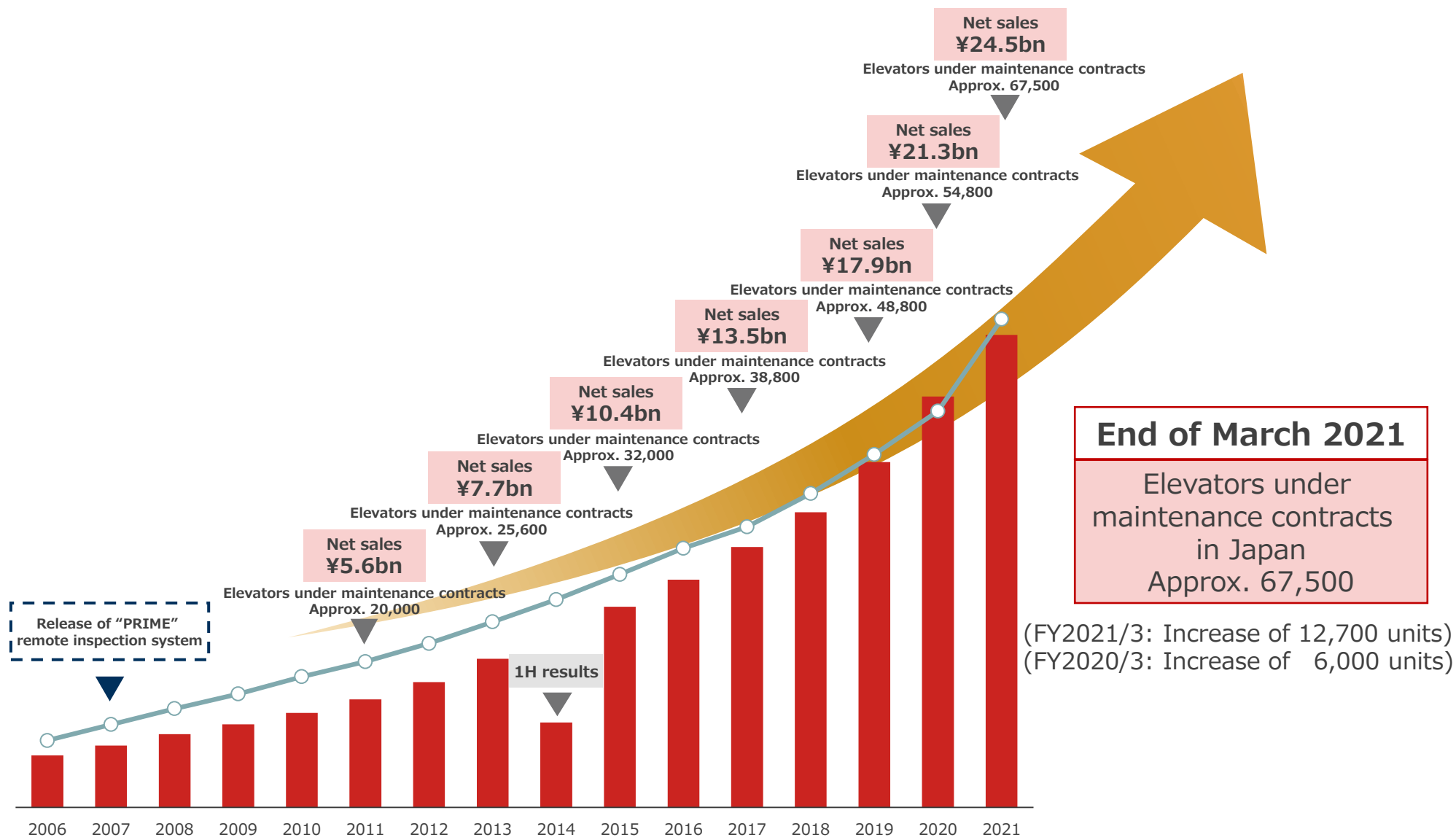
**FY2022/3
Consolidated Financial
Forecasts**

Unit: million yen; %	1H			2H			Full year		
	FY 2021/3	FY2022/3 Forecast		FY 2021/3	FY2022/3 Forecast		FY 2021/3	FY2022/3 Forecast	
	Amount	Amount	YoY	Amount	Amount	YoY	Amount	Amount	YoY
Net sales	10,967	12,400	113.1	13,553	14,600	107.7	24,521	27,000	110.1
Operating profit	1,617	1,750	108.2	1,994	2,350	117.8	3,612	4,100	113.5
Ordinary profit	1,703	1,800	105.7	2,012	2,400	119.3	3,715	4,200	113.0
Net income attributable to owners of the parent	1,105	1,120	101.3	1,256	1,480	117.8	2,362	2,600	110.0
	Ratio to sales	Ratio to sales		Ratio to sales	Ratio to sales		Ratio to sales	Ratio to sales	
Gross profit margin	39.0	39.1		38.0	39.7		38.5	39.4	
SG&A expenses ratio	24.3	25.0		23.3	23.6		23.7	24.2	
Operating margin	14.7	14.1		14.7	16.1		14.7	15.2	
Ordinary profit margin	15.5	14.5		14.8	16.4		15.2	15.6	
Profit margin	10.1	9.0		9.3	10.1		9.6	9.6	

Unit: million yen; %	1H			2H			Full year		
	FY 2021/3	FY2022/3 Result		FY 2021/3	FY2022/3 Forecast		FY 2021/3	FY2022/3 Forecast	
	Amount	Amount	YoY	Amount	Amount	YoY	Amount	Amount	YoY
Maintenance and Preservation Services	8,240	9,100	110.4	9,235	10,300	111.5	17,476	19,400	111.0
Modernization Services	2,344	3,000	127.9	3,985	4,000	100.4	6,330	7,000	110.6
Other	382	300	78.5	332	300	90.3	714	600	84.0
Total	10,967	12,400	113.1	13,553	14,600	107.7	24,521	27,000	110.1



Financial Supplement

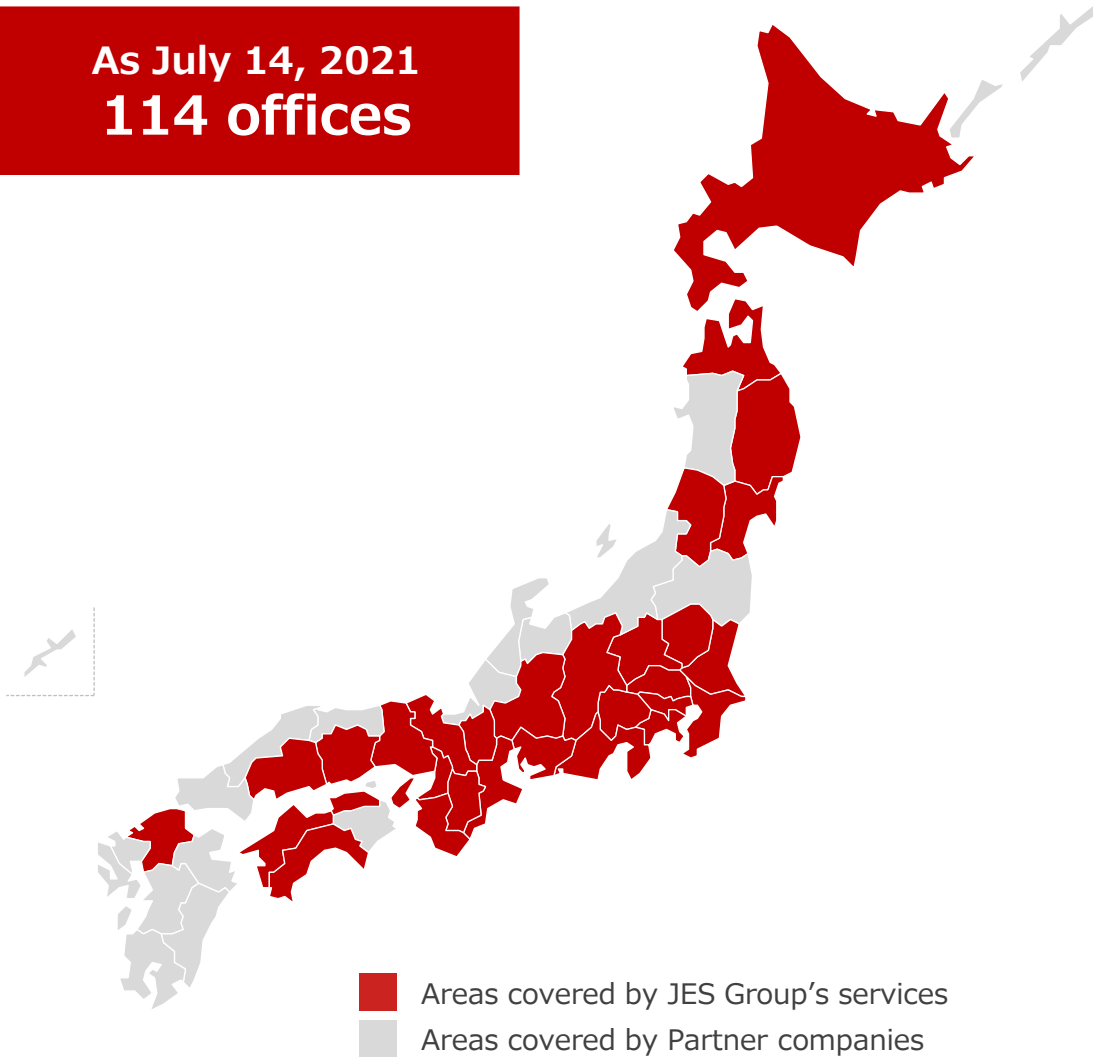


End of March 2021
 Elevators under maintenance contracts in Japan
 Approx. 67,500

(FY2021/3: Increase of 12,700 units)
 (FY2020/3: Increase of 6,000 units)

Note 1: FY2014 is a 6-month period due to the fiscal year-end being adjusted
 Note 2: Results are on a consolidated basis for FY2015 and onward

As July 14, 2021
114 offices



JES HD	: 3 offices
JES Hokkaido	: 9 offices
JES Jyonan	: 16 offices
JES Jyosai	: 18 offices (+3)
JES Kanagawa	: 18 offices (+2)
JES Tokai	: 8 offices (+1)
JES Kansai	: 8 offices (+1)
JES Kyusyu	: 1 office
Japan Elevator Parts	: 8 offices
Japan Parking Service	: 2 offices

[M&A]

Seiko Elevator Co., Ltd.	: 1 office
NS Elevator Co., Ltd.	: 2 offices
Miyoshi Elevator Co., Ltd.	: 6 offices
Cosmo Japan, Inc.	: 5 offices
Kansai Elevator Co., Ltd.	: 1 office
Nagano Elevator Co., Ltd.	: 1 office
Tokyo Elevator Co., Ltd.	: 1 office
Toyota Facility Service Co., Ltd	: 3 offices (+3)
Ehime Elevator Service Co., Ltd	: 3 offices (+3)

() Number of changes from the end of March 2021

Our Parts Center, Technical Support, and Control Center work in tandem to create a virtuous cycle and enable the provision of high-quality services

Technical Support



Safety-Ensuring Quality and Product Safety

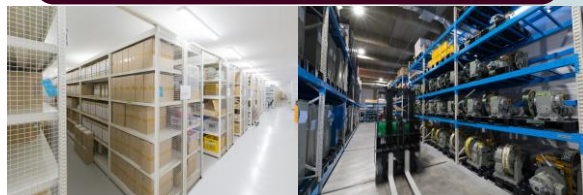
japan elevator service



Occupational Safety

Employee Engagement

Parts Center



Control Center



In order to provide a high-quality service, we view “Safety-Ensuring Quality”, “Product Safety”, “Occupational Safety”, and “Employee Engagement” as high materiality issues

Management Principles

Safety above anything else

Our number one priority is safety
Around-the-clock monitoring, every day of the year

No cutting corners

Pursuing stable operation without cutting corners

Trust and reliability

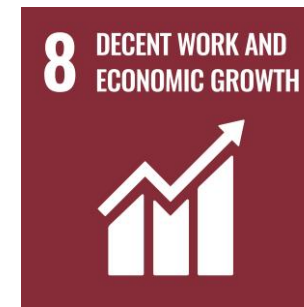
Building trust with customers based on our independent position and strengths as an expert firm specialized in maintenance

Material SDGs

1. Safety-Ensuring Quality and Product Safety



2. Occupational Safety and Employee Engagement



● Environment Initiatives

- Recycling and Repair Business
- LED lights installed in elevators
- Quick Renewal service
- Greenery Development Project

● Social Initiatives

- Technical Support
- Control Center
- Test tower
 - R&D
 - Training
- Educational field trips
- Test Tower leased out as high-rise training facility
- Certified as a Baby Station (family-friendly facility) by Saitama Prefecture



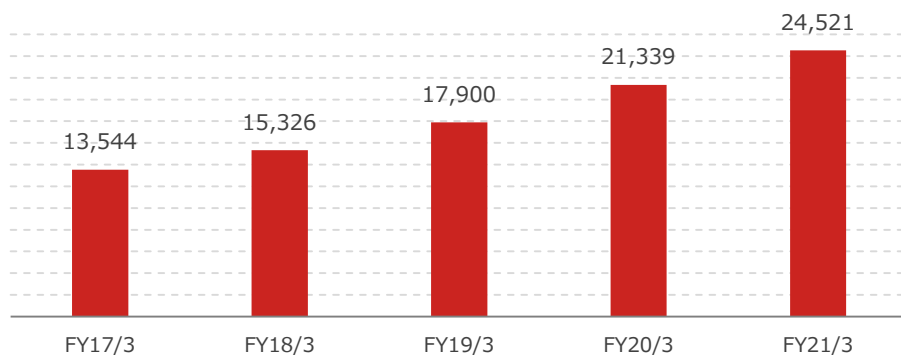
Left : JES Innovation Center(JIC)

Right : JES Innovation Center Lab(JIL)

Business	Domestic		Overseas (mainly Southeast Asia)
	Now	Onwards	Now and Onwards
Maintenance and Preservation	Steady increase in number of maintenance contracts in areas where we have a presence	Aiming to reach a business scale on par with EV manufacturer-affiliated companies	<p>Conduct research for local needs and market assessments, etc. to explore possibilities including alliance with overseas manufacturers</p> <p>Aiming to build up global standard business by taking a balanced approach to new Installation, Maintenance, and Modernization businesses.</p>
Modernization	<p>One-time Modernization: Reinforced sales to clients and others</p> <p>Quick Renewal: Increasing number of new control cabinets</p>	Provide quality modernization services to meet customer needs	
New Installation	No plan at present (However, substantial new installation of JES EV in Modernization business)		
New Business (Media Business)	<p>Launch Media businesses to capture business opportunities in EV and to add value to maintenance business</p> <p>There are plans to promptly introduce a facial recognition system to add marketing support functionality</p>		
			Developing Media businesses in overseas markets

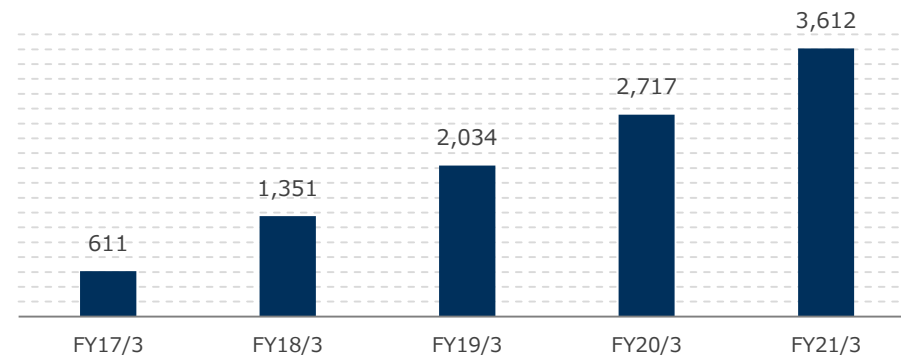
Net sales

(Million yen)



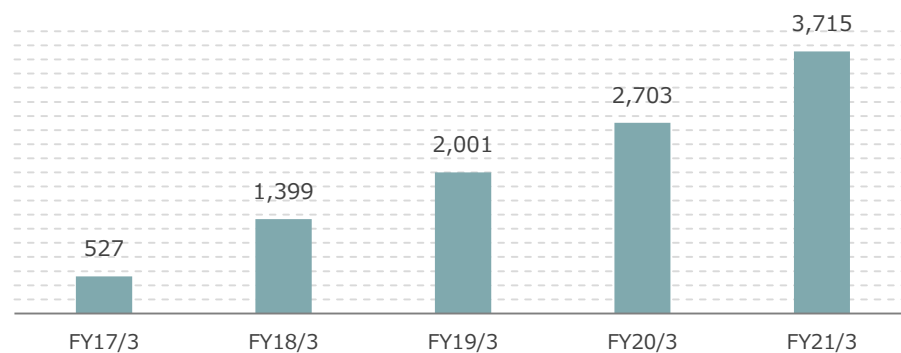
Operating profit

(Million yen)



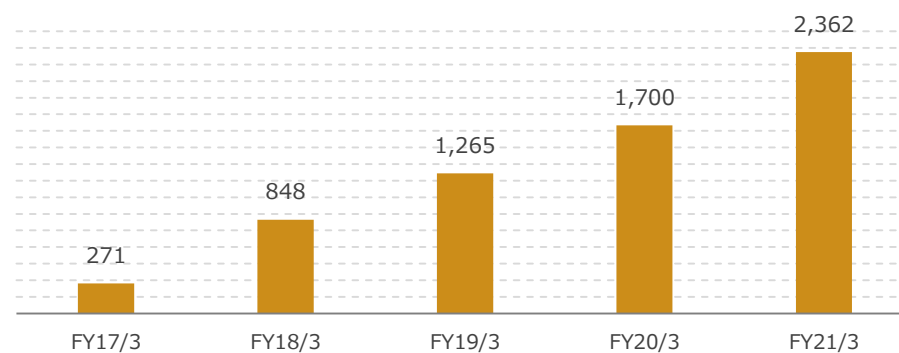
Ordinary profit

(Million yen)



Profit attributable to owners of parent

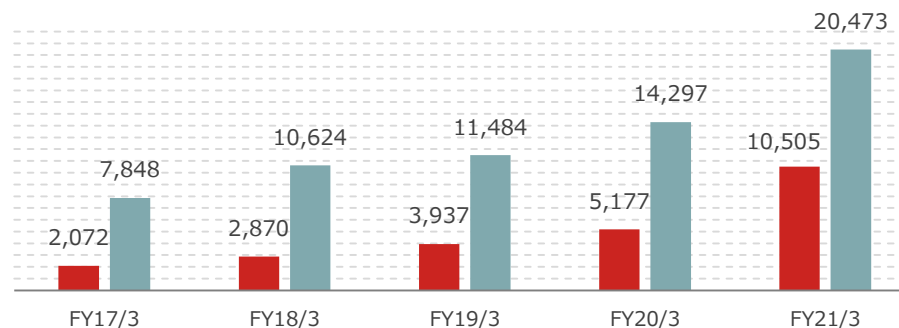
(Million yen)



Net assets / total assets

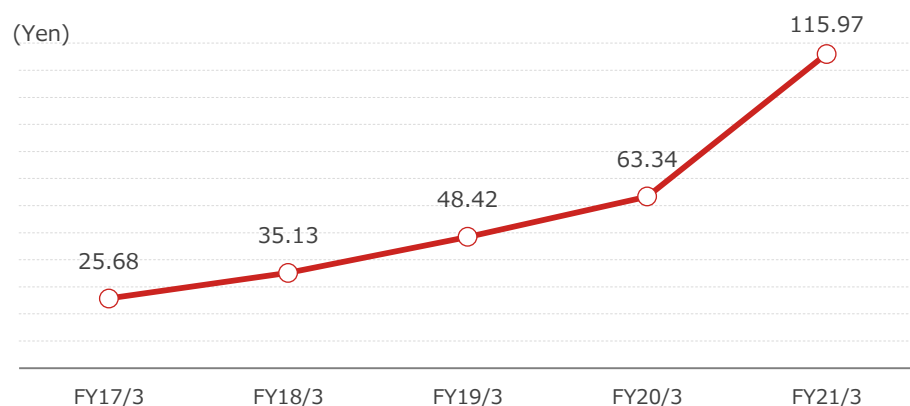
(Million yen)

■ Net assets ■ Total assets



Net assets per share

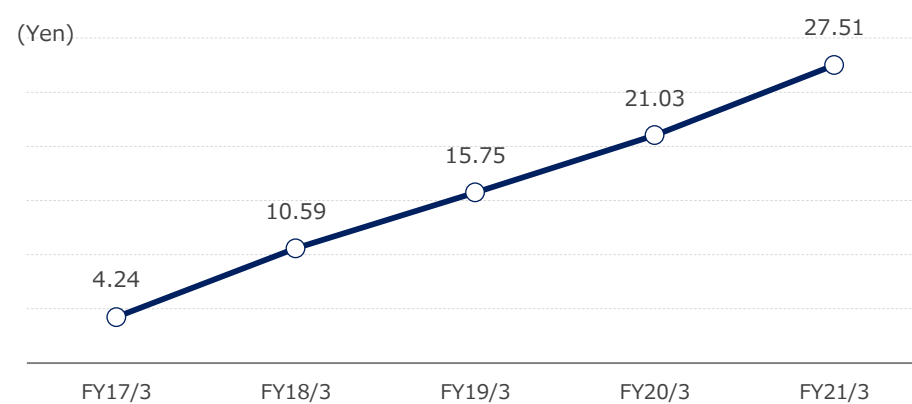
(Yen)



Note 1: Two-for-one stock split of its common shares was conducted on Jan.1,2021.Figures are considered this stock split.

Net income per share

(Yen)



Note 1: Two-for-one stock split of its common shares was conducted on Jan.1,2021.Figures are considered this stock split.

Disclaimer

- Japan Elevator Service Holdings (the “Company”) has prepared these materials for your reference, so that you may understand the current status of the Company
- While these materials have been prepared based on generally-known economic and social conditions and certain assumptions that we have determined to be reasonable, the information contained herein is subject to change without prior notice for reasons such as changes in the business environment

Caution concerning forward-looking statements

- The data and information in this presentation contains forward-looking statements. These statements are based on certain assumptions underlying current expectations, forecasts, and risks, and carry with them uncertainties which could cause actual results to substantially differ from the projected figures
- These risks and uncertainties include general industry and market conditions, as well as general domestic and international economic conditions, such as changes in interest rates and exchange rates
- The Company has no obligation to revise the forward-looking statements contained in this presentation at a later date, even if new information and/or future events emerge