

FUJITEC

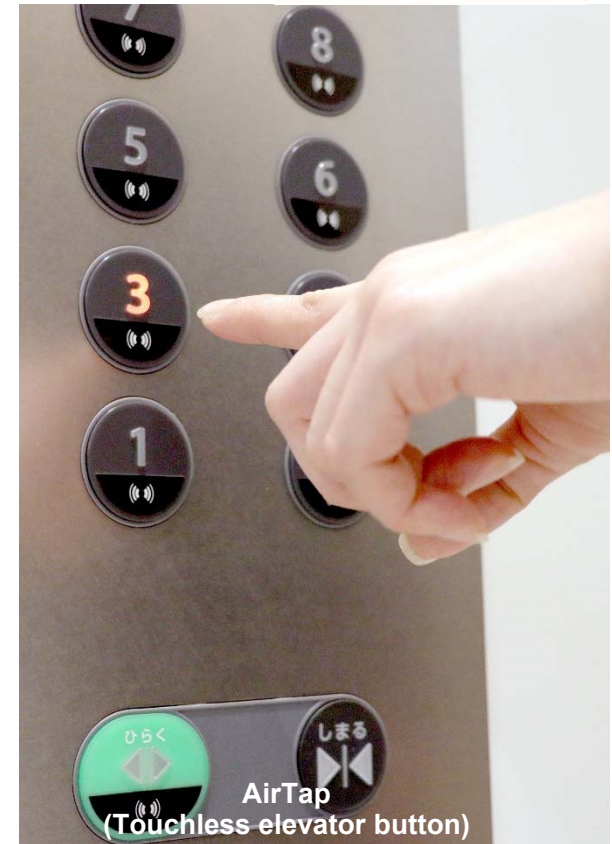
Financial Results Presentation for the Second Quarter Ended September 30, 2021 (FY2021)

November 10, 2021

FUJITEC CO., LTD.

(TSE First Section: 6406)

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**GOOD DESIGN
AWARD 2021**

The Second Quarter Ended September 30, 2021 (FY2021)

- Both sales and profits increased year-on-year.
- Net sales amounted to ¥86,622 million, up 13.4%, while operating income amounted to ¥8,374 million, up 66.1%.
- Orders received increased 11.6% year-on-year to ¥96,733 million.
- Sales and profits increased across all segments. Net sales increased due to strong performances in both New Installation and Aftermarket Businesses.
- Improved profitability and lower SG&A expenses contributed to operating income growth.
- We continue to implement measures that place the highest priority on the safety and security of our employees, customers and other key stakeholders.

Highlights

- AirTap (Touchless elevator button) received the Good Design Award 2021.
- Both new and existing installations performed well in Japan and overseas, supported by changes in customer requirements adapted to the new normal.
- Fujitec expanded our modernization package lineup to support the Aftermarket business.

Earnings Highlights –

The Second Quarter Ended September 30, 2021 (FY2021)



- Consolidated sales and profits increased year-on-year
- Strong sales performance in the New Installations and Aftermarket Businesses contributed to net sales, while operating income rose 66.1% year-on-year

(Million yen)

	FY2020 Q2	FY2021 Q2	Change (%)
Net sales	76,418	86,622	13.4
Japan	31,168	33,534	7.6
International	45,250	53,088	17.3
Operating income	5,041	8,374	66.1
Ordinary income	5,611	9,407	67.6
Profit attributable to owners of parent	3,488	6,993	103.4
Net income per share	42.41 yen	86.14 yen	—

U.S. dollar-yen exchange rate

108.55 yen

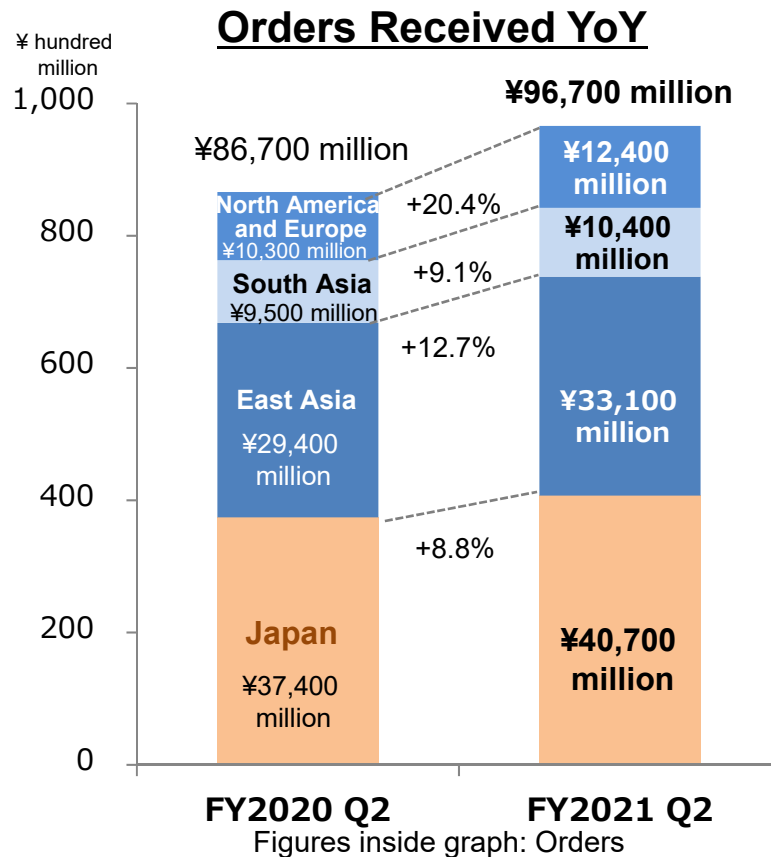
107.27 yen

Orders Received –

The Second Quarter Ended September 30, 2021 (FY2021)



- Orders received increased 11.6% year-on-year



[Japan Orders] ¥40,710 million (+8.8% year-on-year)

- New Installation Business
 - Strong orders for large-scale projects
- Aftermarket Business
 - Orders received for large-scale modernization projects
 - Maintenance performance remained firm with high contract rates

[International Orders] ¥56,022 million (+13.6% year-on-year)

- New Installation Business
 - East Asia rose led by growth in China
 - South Asia increased, with significant gains in India more than offsetting decreases in Singapore and Indonesia
 - North America and Europe recorded increased orders in Canada
- Aftermarket Business
 - Increase in modernization projects in the U.S.
 - Strong Aftermarket Business performance in the U.K.

Earnings by Segment –

The Second Quarter Ended September 30, 2021 (FY2021)



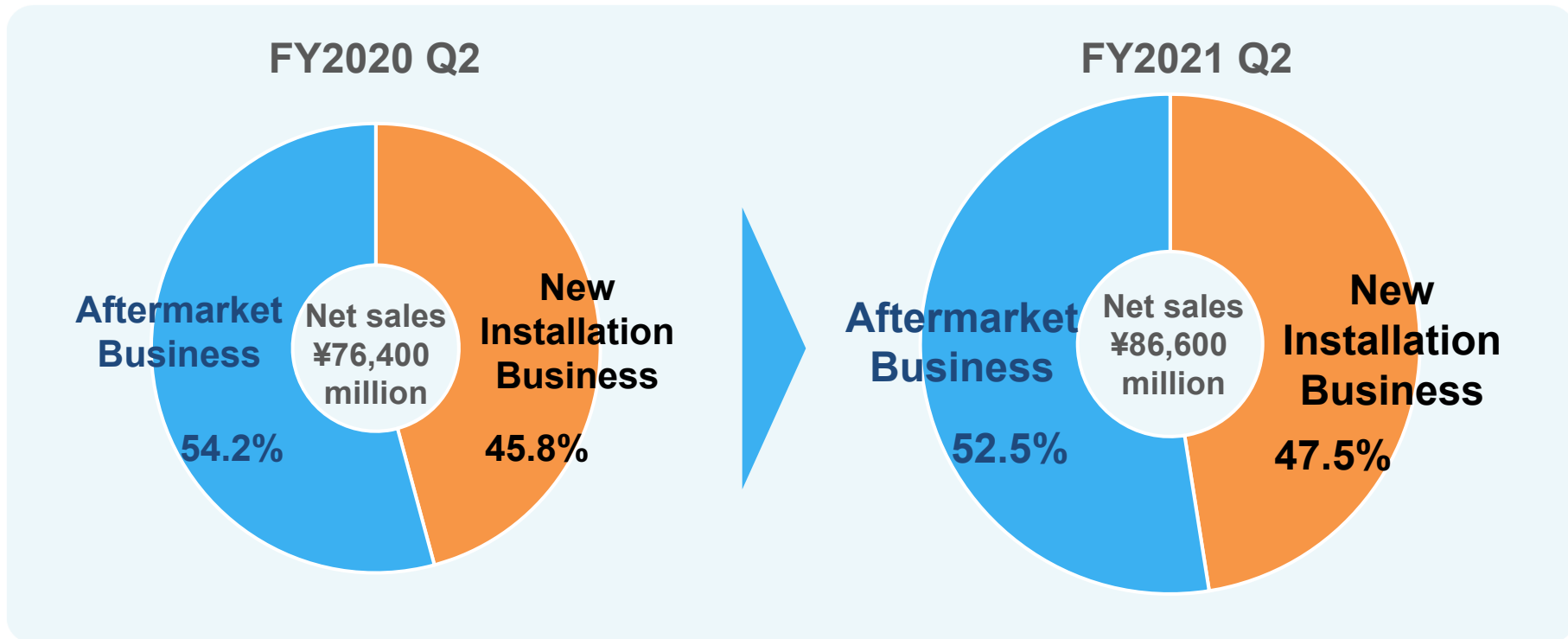
- Sales and profits increased in every region
- Increased net sales for New Installations and Aftermarket Businesses
- Improved profitability and lower SG&A expenses contributed to operating income growth

(Million yen)

	Net sales			Operating income (loss)		
	FY2020 Q2	FY2021 Q2	Change (%)	FY2020 Q2	FY2021 Q2	Change
Japan	32,550	34,940	7.3	1,593	2,858	+1,264
East Asia	29,994	36,048	20.2	2,256	3,516	+1,260
South Asia	6,880	7,966	15.8	1,124	1,372	+247
North America and Europe	11,347	12,764	12.5	68	707	+639
Subtotal	80,772	91,720	13.6	5,042	8,455	+3,412
Adjustments	(4,353)	(5,097)	—	(1)	(80)	(79)
Total	76,418	86,622	13.4	5,041	8,374	+3,333

Change in Sales Breakdown by Business Type

- New Installations Accounted for Higher Proportion of Net Sales



- AirTap(Touchless elevator button) received the Good Design Award for fiscal year 2021
- Both new and existing installations experienced sales growth and continued strong performance, supported by changes in customer requirements adapted to the new normal



GOOD DESIGN AWARD 2021

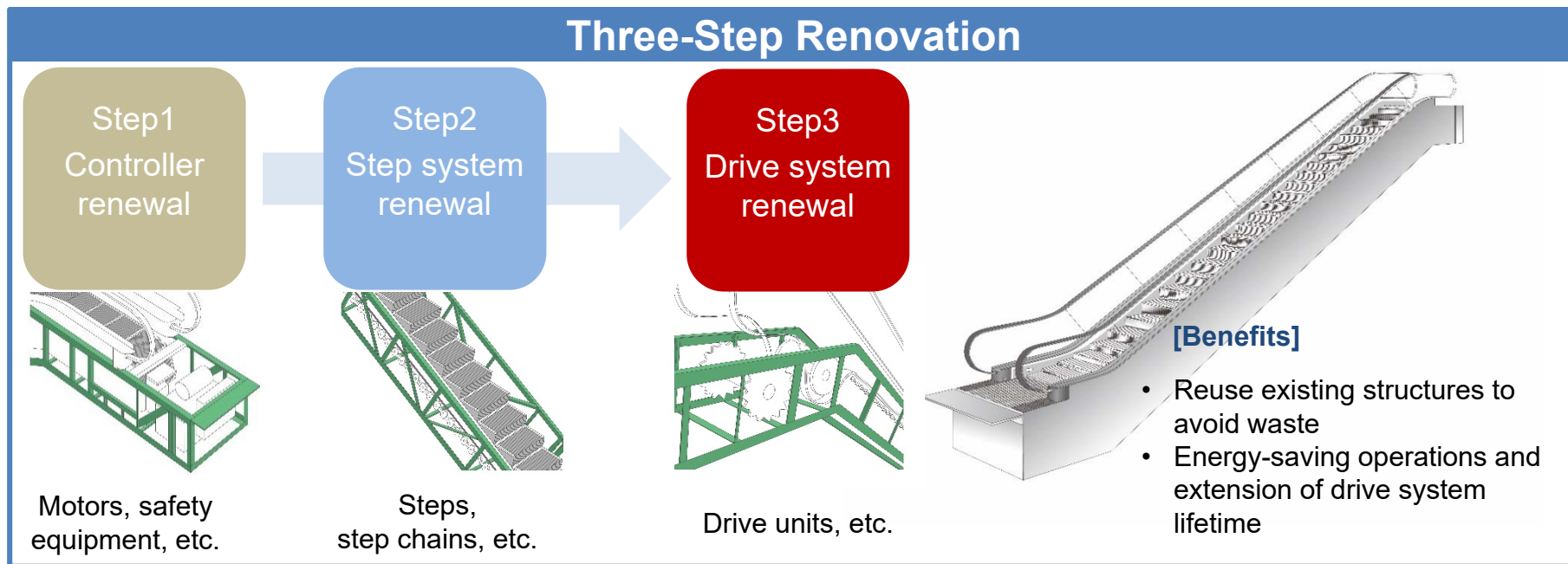
[Evaluation points]

- Leveraged technology and design to provide a solution to the psychological barrier of touching buttons.
- The sensor is highly responsive, allowing for easy and intuitive operation.
- A lean design concept that can be installed in existing elevators.

Fujitec will continue to pursue new designs and functions for elevators and escalators, aiming to create beautiful urban environments suitable for the new normal

Expansion of Modernization Packages

- Fujitec has developed a new package for escalator modernization projects
- Installation work can be divided into three segments to reduce down time and renewal functions to improve environmental performance



As a specialized manufacturer, Fujitec leveraged its deep understanding of customers needs to expand and strengthen its package of Aftermarket product offerings

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Reference Materials



Creative Studio Big Wing in Hikone, Shiga Prefecture

Consolidated Balance Sheet as of September 30, 2021



(Million yen)

	March 31, 2021	September 30, 2021	Change	Comments
Current assets	149,393	159,456	+ 10,063	
Cash and deposits	68,348	75,704	+7,355	Increases in East Asia and South Asia
Notes and accounts receivable-trade and contract assets	59,022	60,999	+1,976	Increases in East Asia
Inventories	19,247	17,271	(1,975)	
Other	5,150	8,419	+3,268	
Allowance for doubtful accounts	(2,375)	(2,937)	(561)	
Fixed assets	55,803	56,880	+1,077	
Property, plant and equipment	33,786	34,321	+534	Capital Investment +1,648 Depreciation (1,423) Foreign exchange, etc. +309
Intangible assets	4,680	4,818	+138	
Investments and other assets	17,336	17,740	+404	
Total assets	205,196	216,337	+11,140	
Current liabilities	74,152	74,670	+517	Electronically recorded obligations-operating (1,725) Accrued income taxes (774) Notes and accounts payable-trade +2,612 Short-term debt +712
Fixed liabilities	5,778	5,567	(211)	
Net assets	125,264	136,099	+10,834	Profit attributable to owners of parent +6,993 Dividends (3,260) Revenue recognition standard, etc. +140 Foreign currency translation adjustment +5,003 Non-controlling interests +1,531
Shareholders' equity ratio	54.8%	56.3%	+1.5%	
B P S:	1,385.45yen	1,498.29yen	+112.84yen	

Cash Flows



(Million yen)

	FY2021 Q2	FY2022 Q2	Change
Cash and cash equivalents at beginning of the period	28,181	35,840	+7,658
Cash Flows From Operating Activities	12,292	6,478	(5,814)
Cash Flows From Investing Activities	(7,693)	(289)	+7,404
Free Cash Flows	4,598	6,188	+1,589
Cash Flows From Financing Activities	(4,080)	(3,078)	+1,001
Cash and cash equivalents at end of the period	27,829	41,360	+13,531

Consolidated Earnings Forecast for FY2021



- No change from forecast announced in May 2021
- Projecting record high net sales of ¥184 billion, with operating income continuing to improve

(Amounts less than one million yen are rounded down)

	FY2019	FY2020	FY2021 (Forecast)	Change (%)
Net sales	181,232	169,573	184,000	+8.5
Operating income	13,375	13,288	13,900	+4.6
Ordinary income	14,682	14,633	14,400	(1.6)
Profit attributable to owners of parent	9,916	9,287	9,300	+0.1
Net income per share	122.46 yen	114.52 yen	114.55 yen	—

Investment plans on track No change in dividend forecast

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(Million yen)

	FY2020	FY2021(Forecast)	change
Capital investment	2,831	6,900	+4,069
Japan	1,942	3,800	+1,858
Overseas	889	3,100	+2,211
Depreciation and amortization	3,457	3,500	+43
Research and development	2,121	2,100	(21)

(Unit: yen)

	FY2020	FY2021(Forecast)
Dividends	60	60
Interim	20	25
Year-end	40	35
Payout Ratio	52.4%	52.4%

Major Orders, Completed Projects



New installations



Ordered

**595 Dean Street
(New York, USA)
Total of 13 elevators**



Completed

**Kingfisher Tower
(Bengaluru, India)
Total of 16 elevators**



Completed

**W Osaka
(Osaka, Japan)
Total of 10 elevators**



Completed

**The RISE Makati
(Manila, Philippines)
Total of 25 units, consisting of
21 elevators and 4 escalators**

Company Overview



Company:	FUJITEC CO., LTD.
Established:	February 1948 (Listed on TSE First Section in February 1974)
Head Office:	Big Wing in Hikone, Shiga Prefecture, Japan
Business lines:	R&D, manufacturing, marketing, installation, and maintenance of elevators and escalators
Paid-in Capital	¥12,533 million (85,300,000 shares issued and outstanding)
Directors	President and CEO Takakazu Uchiyama Nine directors (including five independent directors) Four members of Audit & Supervisory Board (including three outside members)
Number of employees	Consolidated: 10,467 (non-consolidated: 3,160)
Group companies	34, including 19 consolidated subsidiaries, in Americas, East Asia, South Asia, Europe, Middle East

This document includes forward-looking statements based on current company plans, estimates, expectations, and projections with respect to our business and industry trends. These forward-looking statements involve a variety of risks and uncertainties.

Risks, uncertainties, and other factors that are already known or not yet known may lead to results different than those discussed in forward-looking statements herein. We make no promises as to the accuracy of forward-looking statements or projections. Results may differ significantly from forward-looking statements.

Forward-looking statements in this document are statements of the company based on information available as of November 10, 2021. These forward-looking statements do not include updates or changes reflecting future events or circumstances.

November 10, 2021

FUJITEC CO., LTD.

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