

FUJITEC

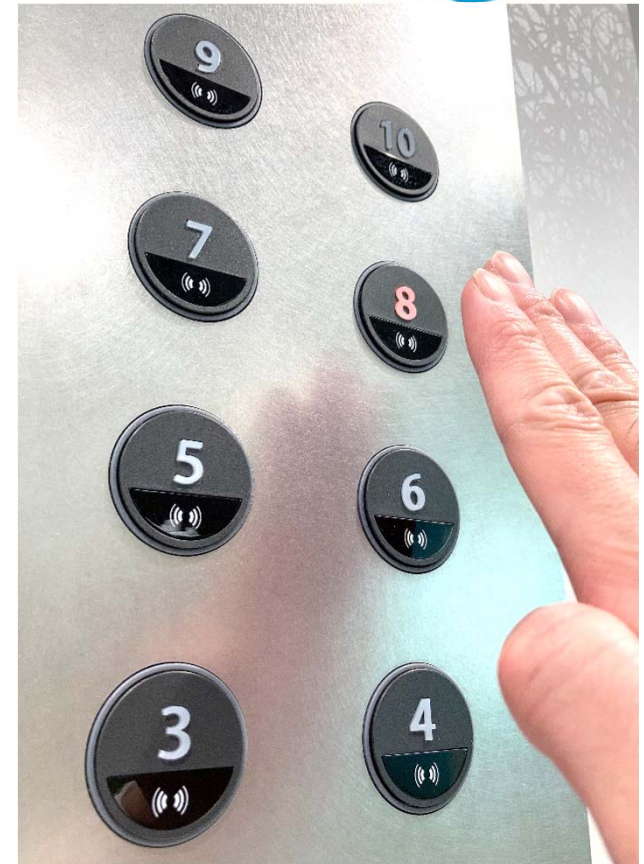
Financial Results Presentation for the Third Quarter Ended December 31, 2021 (FY2021)

February 8, 2022

FUJITEC CO., LTD.

(TSE First Section: 6406)

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**GOOD DESIGN
AWARD 2021**

Executive Summary



The Third Quarter Ended December 31, 2021 (FY2021)

- Both sales and profits increased year-on-year. Third quarter net sales amounted to ¥137,041 million, up 10.5%, while operating income reached ¥12,051 million, up 20.1%.
- Orders received increased 11.9% to ¥143,885 million.
- Sales and profits increased across all segments. The New Installation and Aftermarket Businesses delivered strong performances, recording increased orders and net sales.

FY2021 Earnings Forecast (Year ending March 31, 2022)

- Fujitec raised both sales and operating income forecasts from the estimates announced in May 2021. Fujitec now forecasts net sales of ¥186,000 million and operating income of ¥14,100 million.
- As a result of our revised earnings forecast, we raised our annual dividend forecast by ¥10 per share to ¥70 per share.

Highlights

- AirTap (touchless elevator button technology) performed strongly. The latest new adoption rate is over 90%. Demand for AirTap during the new normal has expanded to include new and existing installations, in both residential and commercial developments.
- Launched sales of new modernization options for elevators. Expanded our Aftermarket Business lineup.

Earnings Highlights for FY2021 3Q



- Consolidated sales and profits increased year-on-year.
- New Installation and Aftermarket businesses recorded strong sales. Operating income rose 20.1% year-on-year.

(Million yen)

	FY2020 Q3	FY2021 Q3	Change (%)
Net sales	123,987	137,041	+10.5
Japan	50,185	52,639	+4.9
Overseas	73,801	84,402	+14.4
Operating income	10,037	12,051	+20.1
Ordinary income	10,920	13,618	+24.7
Profit attributable to owners of parent	7,098	9,843	+38.7
Net income per share	87.55 yen	121.22 yen	—

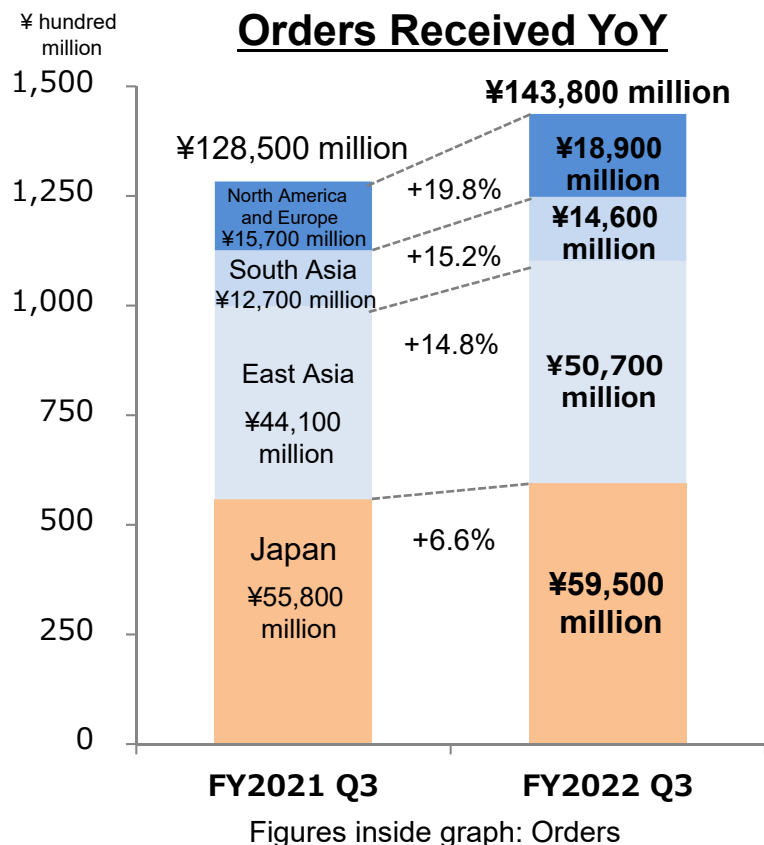
U.S. dollar-yen exchange rate

107.66 yen

108.18 yen

Orders Received for FY2021 3Q

- Orders received increased 11.9% year-on-year. Orders were strong both in Japan and overseas.



[Japan Orders] ¥59,548 million (+6.6% year on year)

- New Installation Business
 - Continued to win orders for large-scale projects
- Aftermarket Business
 - Secured orders for large-scale modernization projects
 - The performance of our maintenance business remained strong with high contract rates

[Overseas Orders] ¥84,337 million (+16.0% year on year)

- New Installation Business
 - Gains in China
 - For South Asia, decreases in Singapore and Indonesia, an increase in India
- Aftermarket Business
 - Increase in Singapore
 - Increase in repairs and modernization projects in the U.S. and Canada

Earnings by Segment for FY2021 3Q



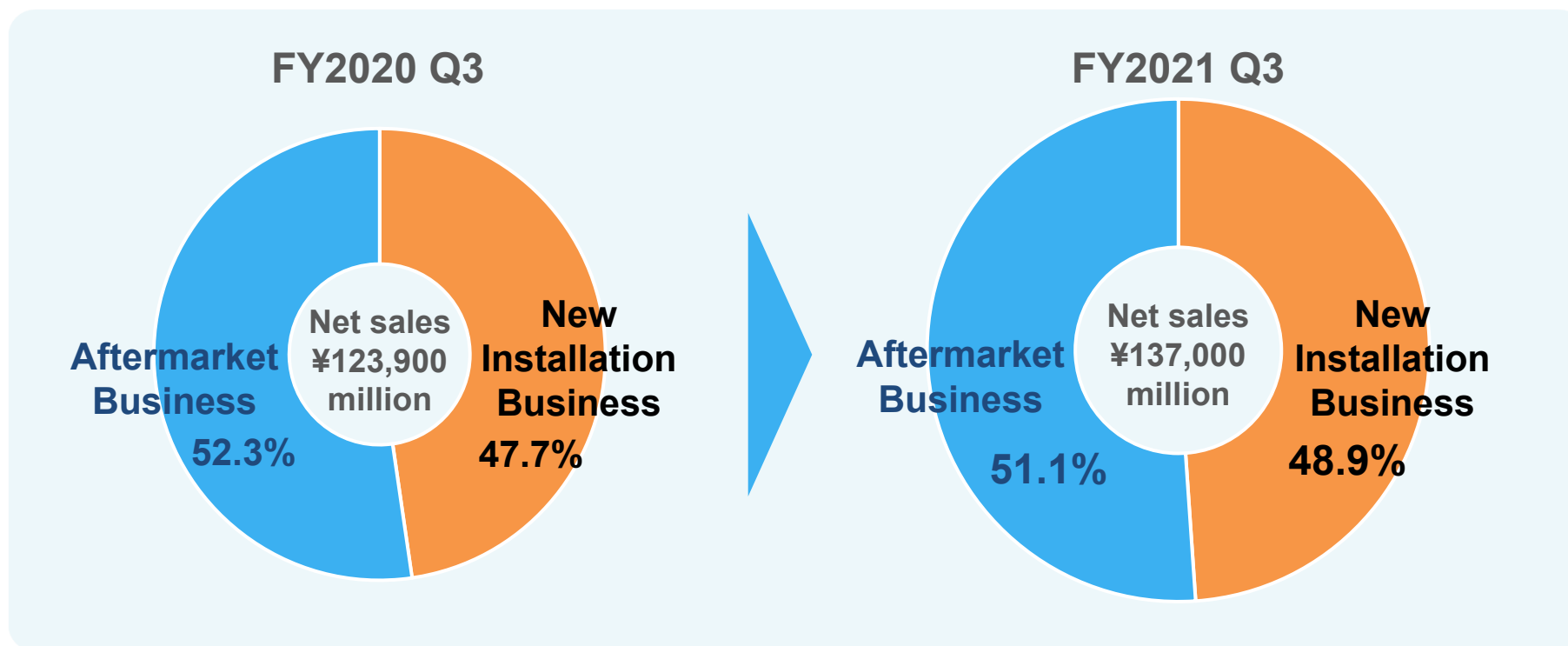
- Sales and profits rose in all segments.
- Higher sales in our New Installation and Aftermarket Businesses. Improved profitability driven by the automation of production and the use of IT, contributed to positive operating income performance.

(Million yen)

	Net sales			Operating income		
	FY2020 Q3	FY2021 Q3	Change (%)	FY2020 Q3	FY2021 Q3	Change
Japan	52,139	54,638	+4.8	3,240	4,021	+781
East Asia	50,846	58,103	+14.3	4,690	5,111	+421
South Asia	10,269	12,332	+20.1	1,787	1,941	+153
North America and Europe	17,468	19,763	+13.1	347	1,024	+677
Subtotal	130,723	144,838	+10.8	10,065	12,099	+2,033
Adjustments	(6,735)	(7,796)	—	(28)	(47)	(18)
Total	123,987	137,041	+10.5	10,037	12,051	+2,014

Sales Composition Ratio by Business

- In addition to strong Aftermarket Business performance, demand recovered in the New Installation Business, shifting the breakdown to nearly equal.



Upward Revision to FY2021 Earnings Forecasts



- Raised projections for net sales and profits for consolidated earnings.
- Project record high net sales of ¥186 billion, with operating income continuing to improve mainly in Japan.

(Million yen)

	FY2021		Change (%)	FY2020 (Reference)
	Previous Forecast	Revised Forecast		
Net sales	184,000	186,000	+ 1.1	169,573
Operating income	13,900	14,100	+ 1.4	13,288
Ordinary income	14,400	15,400	+ 6.9	14,633
Profit attributable to owners of parent	9,300	11,000	+ 18.3	9,287
Net income per share	114.68yen	135.46yen	—	114.52yen

Raise Year-End Dividend Payment to ¥70



- Based on the current consolidated earnings forecast, Fujitec plans to increase our year-end dividend payment by ¥10, for a total annual dividend of ¥70.
- Reflecting Fujitec's drive to proactively strengthen shareholder returns, the year-end dividend payout ratio for FY2021 is now forecast at 51.7%.

(Unit: Yen)

	FY2021		Change	FY2020 Actual
	Previous Forecast	Current Forecast		
Dividends	60	70	+10	60
Interim	25	25	—	20
Year-End	35	45	+10	40

AirTap adoption rate in new installations is 90% **FUJITEC**

- With growing needs during the new normal, AirTap adoption in new installations exceeded 90% (December 2021).
- AirTap uptake is expanding in residential and commercial facilities, and customers are increasingly selecting AirTap for existing elevators.



AirTap (touchless elevator button technology)

Features

- Infrared center area allows for hygienic touchless elevator operation
- Leveraged technology and design to provide a solution to the psychological barrier of touching buttons.
- New, intuitive, human-friendly interface



Winner of the Fiscal 2021 Good Design Award

Offering elevators and escalators modified for the new normal, that contribute to making beautiful & functional urban spaces

Launched New Renewal Packages for Elevators

FUJITEC

- **Develop new modernization options tailored to standard elevator specifications.**
- **Review the production process; target lead time reduction of up to 40% and cost reductions.**
 - Offer a package menu with improved basic elevator functions by replacing drive system and control devices for even safer operations
 - Replace control equipment to add the latest features such as AirTap (touchless buttons), remote inspection, and earthquake restart*

*A safety feature which moves the elevator to the nearest floor after earthquake tremors have subsided

Applicable models: Standard elevators with machine rooms (1980 - 1997)

Aiming to Further Strengthen the Aftermarket Business through an Expanded Lineup of Upgraded Products



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Reference Materials



Creative Studio Tokyo (Japan)

Consolidated Balance Sheet as of December 31, 2021



	March 31, 2021	December 31, 2021	Change	Comments
Current assets	149,393	161,776	+12,383	
Cash and deposits	68,348	73,571	+5,222	Decrease in Japan, Increases in East Asia
Notes and accounts receivable-trade and contract assets	59,022	66,456	+7,433	Increases in East Asia
Inventories	19,247	16,142	(3,104)	
Other	5,150	8,696	+3,545	
Allowance for doubtful accounts	(2,375)	(3,089)	(713)	
Fixed assets	55,803	56,650	+847	
Property, plant and equipment	33,786	34,408	+621	Capital Investment +2,526 Depreciation (2,233) Foreign exchange, etc. +328
Intangible assets	4,680	4,784	+104	
Investments and other assets	17,336	17,458	+121	
Total assets	205,196	218,427	+13,230	
Current liabilities	74,152	75,405	+1,252	Electronically recorded obligations-operating (1,418) Accrued income taxes (1,660) Notes and accounts payable-trade +2,829 Short-term debt +716 Provision for losses on construction contracts +797
Fixed liabilities	5,778	5,486	(292)	
Net assets	125,264	137,535	+12,270	Profit attributable to owners of parent +9,843 Dividends (5,298) Revenue recognition standard, etc. +140 Foreign currency translation adjustment +5,525 Non-controlling interests +1,436
Shareholders' equity ratio	54.8%	56.4%	+1.6pt	
B P S :	1,385.45 Yen	1,516.13 yen	+130.68 yen	

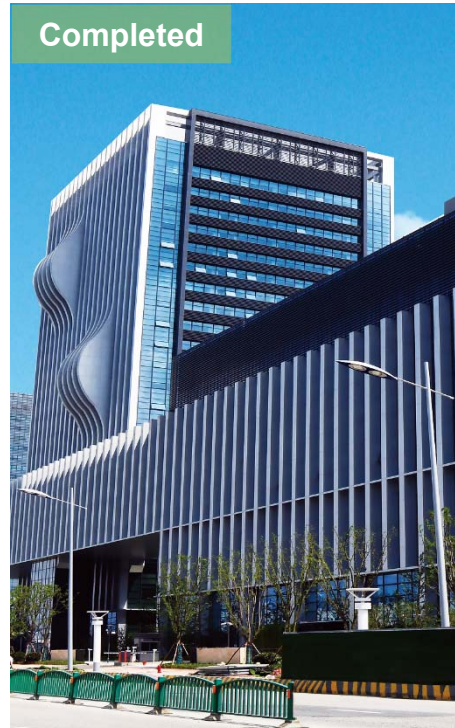
Major Orders, Completed Projects



New installations



**250 South Street
(New York, USA)
Total of 12 elevators**



**Suzhou Rail Transit Line 5
(Suzhou, China)
Total of 117 elevators**

Modernization projects



**NBF Ikebukuro Tower
(Tokyo, Japan)
Total of 3 elevators**



**Battersea Power Station
(London, UK)
Total of 14 elevators**

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: 10,605 (non-consolidated: 3,152)
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 February 8, 2022. These forward-looking statements do not include updates or changes reflecting future events or circumstances.

February 8, 2022

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