



FY2022/3 Financial Results

Japan Elevator Service Holdings

(TSE Prime Market: 6544)

May 18, 2022

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Summary

[Overview of FY2022/3]

- Japanese economy still weighed down by COVID-19, but achieved record net sales of ¥29.75bn (+121.3% YoY), OP of ¥4.11bn (+113.9%) by providing support services for social infrastructure
- Net increase in elevators under contract in Japan of approx. 11,500 to approx. 79,000
- Maintenance and Preservation Services business recorded sales of ¥21.13bn (+120.9% YoY) on firm growth in elevators under contract
- Modernization Services business overcame impact from COVID-19 and focused sales activity on proposals tailored to client needs, underpinning strong growth to ¥8.02bn (+126.7% YoY)
- We have been proactively recruiting staff, especially maintenance engineers, in preparation for operational and geographical expansion
Headcount at year-end 1,618 (+220 YoY), with maintenance engineers topping 1,000 to reach 1,003 (+122 YoY)
- Full-year dividend per share target ¥14

[Outlook for FY2023/3]

- With the Ukraine situation raising uncertainty over the global economic outlook, we also expect a tough environment for the Japanese economy.
Corporate cost-cutting will probably gain momentum, underpinning demand for our highly price-competitive services.
- We forecast sales of ¥32.0bn, OP of ¥4.7bn.
- In April 2022, we established Japan Elevator Services Chushikoku Co., Ltd., opening new service offices in Hiroshima, Okayama, Tottori, Shimane, and Kagawa
We aim to expand market share in each prefecture in Shikoku in collaboration with acquired subsidiaries.
- We plan to expand into new regions based on the market situation, opening the Akita service office in the Tohoku region and the Kumamoto service office in the Kyushu region.
- We hired a record 116 new recruits in April 2022 (including 103 maintenance engineers), and aim to bolster our human resources to support longer-term growth.

[Vision 2027]

- Set strategic targets for FY2027/3
- Step up ESG initiatives to enable sustainable growth

Overview

Maintenance and Preservation Services:	<ul style="list-style-type: none"> •End-March 2022 elevators under maintenance contracts (Japan): around 79,000 •Full-year net increase: around 11,500 (non-consolidated : around 7,400; M&A: around 4,100) •Contribution from M&A with Toyota Facility Services, Ehime Elevator Services, Kanto Elevator System
One-time modernization:	<ul style="list-style-type: none"> •Full-year elevators serviced (Japan): around 1,150 •Much higher than 920 serviced in FY2021/3 (Japan)
Quick Renewal:	<ul style="list-style-type: none"> •Development completed for 16 types of elevator •Covers all elevators in scope for our maintenance services among those elevators for which parts supply has been stopped
LiftSPOT:	<ul style="list-style-type: none"> •Machines under contract at end-March 2022: around 9,500 •Aim to raise number of units installed, especially for high ad-effect buildings, to achieve growth in ad revenue
Multi-story car parks:	<ul style="list-style-type: none"> •Over 18,800 car park spaces across the group •Full-year net increase: around 10,400 spaces •Large increase in spaces on M&A with EVOTECH in addition to operational expansion into Kyoto, Osaka, Hyogo
M&A:	<ul style="list-style-type: none"> •Acquisitions announced in FY2021/3: 7 companies 1: Toyota Facility Service 2: Ehime Elevator Service 3: Shikoku Shoukouki Service 4: Shikoku Elevator Service 5: JAPAN UNIECO ELEVATOR SERVICE (Vietnam) 6: Kanto Elevator System 7: EVOTECH (Maintenance, and repairment of mechanical parking equipment)
Headcount:	<ul style="list-style-type: none"> •Employee count at end-March 2022: 1,618 (including acquired companies) •Full-year net increase: 220, 134% higher than the 164 increase in FY2021/3 on proactive hiring of maintenance engineers •Expanded recruitment, especially of maintenance engineers (including experienced hires), in preparation for nationwide expansion



**FY2022/3
Financial Highlights**

FY2022/3 Financial Results (Performance)

(million yen)

	FY2021/3		FY2022/3		YoY (%)	Change (YoY) (%)	Forecast (as of Nov 8, 2021)	Comments
	Actual	Ratio to sales (%)	Actual	Ratio to sales (%)				
Net sales	24,521	100.0	29,751	100.0	121.3	104.4	28,500	Maintenance & Preservation Services net sales up ¥3,661mn Modernization Services net sales up ¥1,689mn
Cost of sales	15,090	61.5	18,253	61.4	121.0			
Gross profit	9,431	38.5	11,497	38.6	121.9			
SG&A	5,818	23.7	7,384	24.8	126.9			
Operating profit	3,612	14.7	4,113	13.8	113.9	100.3	4,100	OP up ¥500mn
Non-operating income	136	0.6	162	0.5	118.9			Refund on insurance cancellation ¥114mn
Non-operating expenses	33	0.1	49	0.2	148.5			Interest paid ¥15mn
Ordinary profit	3,715	15.2	4,225	14.2	113.7	100.6	4,200	
Extraordinary income	15	0.1	8	0.0	55.0			Gains on fixed asset disposal ¥8mn
Extraordinary losses	5	0.0	3	0.0	65.7			Losses on fixed asset retirement ¥2mn
Profit before income taxes	3,725	15.2	4,230	14.2	113.6			
Profit attributable to owners of parent	2,362	9.6	2,726	9.2	115.4	104.9	2,600	Increase in net profit attributable to owners of parent ¥364mn

FY2022/3 Financial Results (Sales by Business)

(million yen)

	FY2021/3		FY2022/3		YoY (%)	Forecast (as of Nov 8, 2021)	Comments
	Actual	Ratio (%)	Actual	Ratio (%)			
Maintenance and Preservation Services	17,476	71.3	21,137	71.0	120.9	20,410	Growth in net sales accompanying increase in elevators under maintenance contract
Modernization Services	6,330	25.8	8,020	27.0	126.7	7,480	Growth in net sales accompanying increase in number of elevators serviced
Other	714	2.9	593	2.0	83.1	610	
Total	24,521	100.0	29,751	100.0	121.3	28,500	

FY2022/3 Financial Results (B/S)

(million yen)

	FY2021/3		FY2022/3		YoY (%)	Comments
	Actual	Ratio (%)	Actual	Ratio (%)		
Current assets	8,168	39.9	9,822	38.8	120.3	
Cash and deposits	1,674	8.2	2,179	8.6	130.2	
Notes and accounts receivable	3,606	17.6	4,154	16.4	115.2	
Property, plant and equipment	8,175	39.9	9,559	37.7	116.9	Mainly an increase in tools, furniture & fixtures
Intangible assets	2,610	12.7	4,307	17.0	165.0	Rise in goodwill from M&A ¥885mn
Investments and other assets	1,520	7.4	1,648	6.5	108.4	
Non-current assets	12,305	60.1	15,515	61.2	126.1	
Total assets	20,473	100.0	25,338	100.0	123.8	
Current liabilities	7,242	35.4	8,706	34.4	120.2	Increase in portion of long-term liabilities payable within one year ¥863mn
Non-current liabilities	2,725	13.3	4,876	19.2	178.9	Increase in long-term debt ¥1,870mn
Total liabilities	9,968	48.7	13,582	53.6	136.3	
Total net assets	10,505	51.3	11,756	46.4	111.9	
Total liabilities and net assets	20,473	100.0	25,338	100.0	123.8	

FY2022/3 Financial Results (Cash Flows)

(million yen)

	FY2021/3	FY2022/3	Change from previous period	Comments
	Actual	Actual		
Cash and cash equivalents at beginning of period	1,145	1,660	514	
Cash flows from operating activities	3,018	3,005	△12	
Cash flows from investing activities	△3,955	△3,279	676	Decline in expenditure on purchase of PPE ¥942mn
Free cash flow	△937	△273	663	
Cash flows from financing activities	1,460	765	△694	Increase in expenditure on acquisition of subsidiary equity accompanying changes in scope of consolidation ¥450mn
Effect of exchange rate change on cash and cash equivalents	△8	9	17	
Cash and cash equivalents at end of period	1,660	2,161	501	

	FY2021/3	FY2022/3	Change from Previous period
	Actual	Actual	
Annual dividend amount	¥12	¥14	+¥2
2nd quarter-end dividend	-	-	-
Year-end dividend	¥12	¥14	+¥2
Commemorative dividend	-	-	-
Total dividend amount	¥1,062million	¥1,242million	+180million
Payout ratio (consolidated)	43.6%	45.6%	+2.0p
Except for Commemorative dividend	43.6%	45.6%	+2.0p
DOE (consolidated)	13.4%	11.3%	△2.1p

■ Basic dividend policy

We view the return of profits to our shareholders as one of the most crucial responsibilities of management. Our basic policy is to maintain stable dividends while ensuring sufficient retained earnings to bolster our operating foundation and support future expansion in response to changes in the operating environment.



**FY2023/3
Financial Forecasts**

Unit: million yen; %	1H			2H			Full year		
	FY 2022/3	FY2023/3 Forecast		FY 2022/3	FY2023/3 Forecast		FY 2022/3	FY2023/3 Forecast	
	Amount	Amount	YoY	Amount	Amount	YoY	Amount	Amount	YoY
Net sales	13,906	15,500	111.5	15,844	16,500	104.1	29,751	32,000	107.6
Operating profit	1,828	2,050	112.1	2,284	2,650	116.0	4,113	4,700	114.3
Ordinary profit	1,932	2,050	106.1	2,293	2,650	115.6	4,225	4,700	111.2
Profit attributable to owners of parent	1,212	1,300	107.2	1,514	1,650	109.0	2,726	2,950	108.2
	Ratio to sales	Ratio to sales		Ratio to sales	Ratio to sales		Ratio to sales	Ratio to sales	
Gross profit margin	38.5	38.6		38.8	40.2		38.6	39.4	
SG&A expenses ratio	25.3	25.4		24.4	24.2		24.8	24.8	
Operating margin	13.2	13.2		14.4	16.1		13.8	14.7	
Ordinary profit margin	13.9	13.2		14.5	16.1		14.2	14.7	
Profit margin	8.7	8.4		9.6	10.0		9.2	9.2	

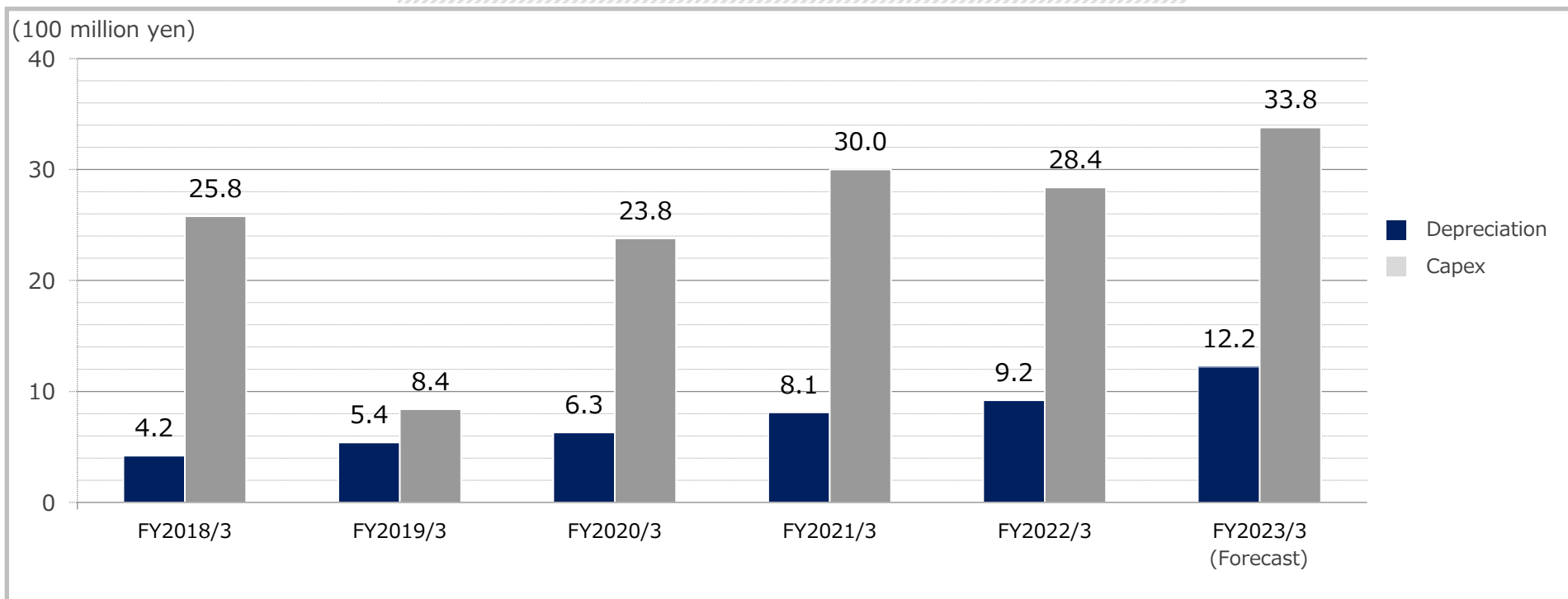
FY2023/3 Financial Forecasts (Sales by Business)

Unit: million yen; %	1H			2H			Full year		
	FY 2022/3	FY2023/3 Forecast		FY 2022/3	FY2023/3 Forecast		FY 2022/3	FY2023/3 Forecast	
	Amount	Amount	YoY	Amount	Amount	YoY	Amount	Amount	YoY
Maintenance and Preservation Services	10,112	11,100	109.8	11,024	11,500	104.3	21,137	22,600	106.9
Modernization Services	3,483	4,100	117.7	4,536	4,700	103.6	8,020	8,800	109.7
Other	310	300	96.6	283	300	105.9	593	600	101.0
Total	13,906	15,500	111.5	15,844	16,500	104.1	29,751	32,000	107.6

(100 million yen)

	FY2022/3	FY2023/3 (Forecast)	Comments
Depreciation	9.2	12.2	
Capex	28.4	33.8	Investment in remote inspection service PRIME

Trends in depreciation and capex





Key Topics

Elevators under maintenance contracts in Japan

Approx. **79,000**

(As of March 31, 2022)

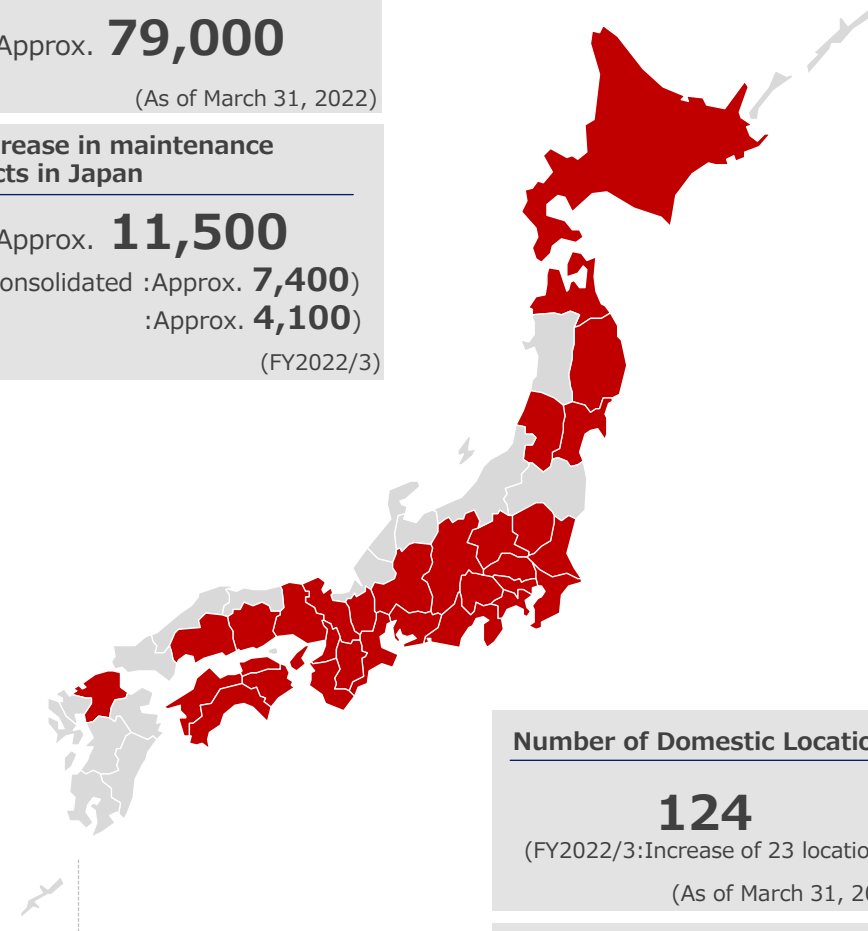
Net increase in maintenance contracts in Japan

Approx. **11,500**

(Non-consolidated : Approx. **7,400**)

(M&A : Approx. **4,100**)

(FY2022/3)



Number of Domestic Locations

124

(FY2022/3: Increase of 23 locations)

(As of March 31, 2022)

M&A (Total)

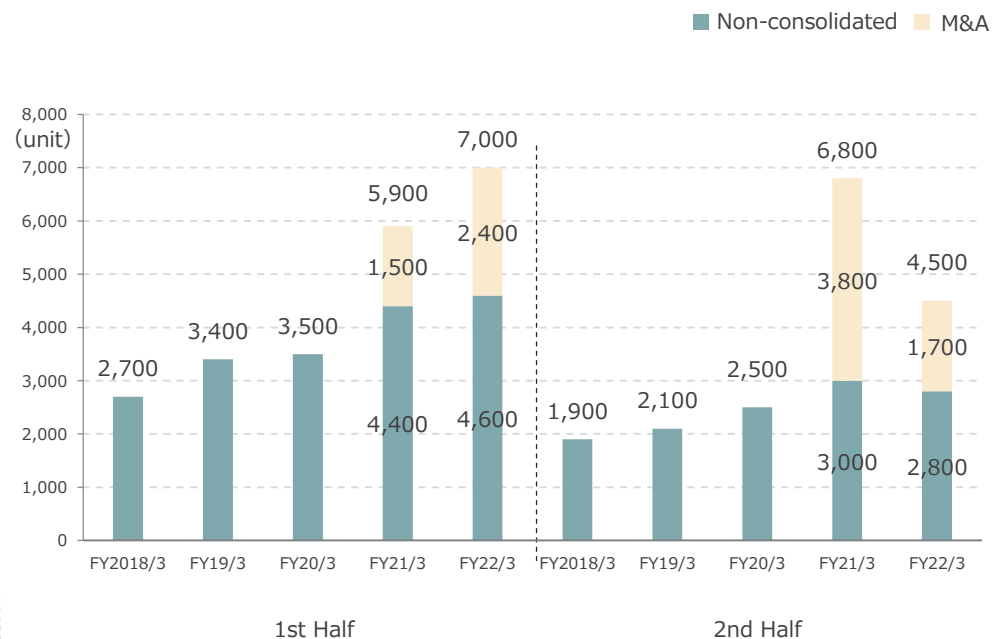
12 companies

28 locations

■ Areas covered by JES Group's services

■ Areas covered by Partner companies

Net increase in maintenance contracts

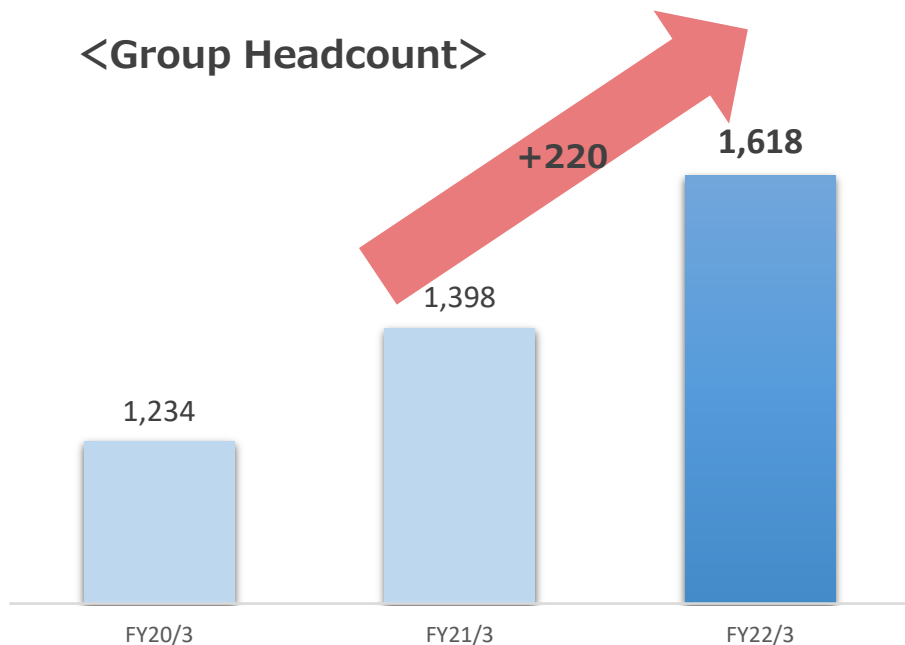


- Net increase in FY2022/3 approx. 11,500, comfortably above 10,000 (inc. M&A)
- Since listing, we have achieved net growth in elevators under contract every year by expanding our geographical scope and raising client trust and brand recognition
- Net increase in 2H FY2022/3 was down YoY, owing to commencement of large contracts slipping back to April
April contracts showed net increase of over 1,000 YoY

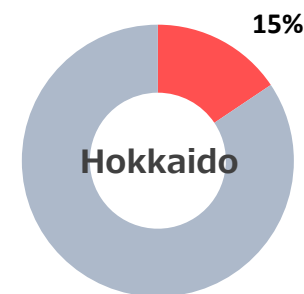
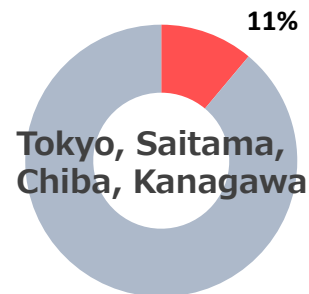
Recruitment aimed at expanding share of maintenance market in new regions

Biggest ever recruitment drive in FY2022/3, centered on Tohoku, West Japan, aimed at bolstering operations in new regions

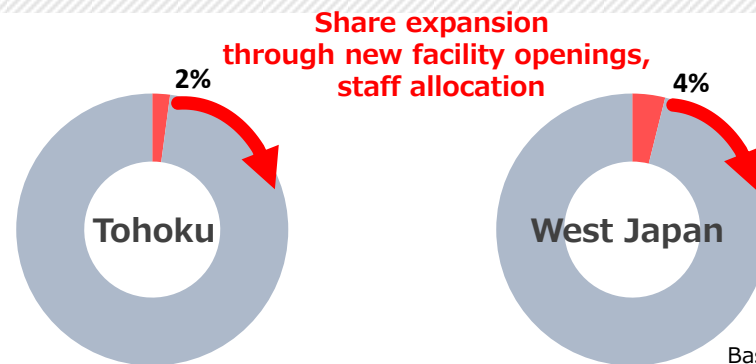
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Maintenance market share in legacy regions



Maintenance market share in new regions



Based on JES research

- Strong margins in areas with maintenance market share of over 10%, especially Tokyo, Saitama, Chiba, Kanagawa
- For FY2022/3, invested upfront in record-high recruitment aimed at further expanding market share in new regions, and focused on bolstering engineering, sales, and administrative functions
- Operational framework in place in new regions, so aim to rapidly increase market share in those areas and lift sales, profit, and margins from FY2023/3

The Kansai JIC (tentative name) is slated for completion in March 2024, aimed at raising margins in the West Japan area

[Purpose]

- Respond to need for Modernization Services in Western Japan region, where we expect major increase in elevators under contract contract ⇒ **Stronger Sales and Margin**
- Aim to build trust in JES with latent clientele in West Japan through facility visits ⇒ **Higher Maintenance Revenue**
- Currently we deliver from JIC in Wako city to clients in West Japan area, so completion will drastically reduce transportation costs for products and parts ⇒ **Higher Margins**
- Possessing a large parts center in West Japan makes the following possible:
 - (1) Greater ability to respond to malfunctions ⇒ **Better Service**
 - (2) Support for partner companies ⇒ **Higher Sales**

Illustration of Kansai JIC (tentative name), slated for completion March 2024



Overview of facility (planned)

Site area	3,675.49m ²
Gross floor space	3,335.00m ²
Structure	Steel, 3-story

- Roof-top greening, solar panel installation
- Sustainable facility design with due consideration of environment
- Expected contribution to CO2 reduction on increase in volume of recycled or refurbished products handled



Multi-front expansion of elevator-related business

LiftSPOT

- Multi-front expansion of elevator-related business
- Helps prevent crimes within the elevator, and promotes effective use of the elevator space through display of advertising and other content
- Obtained patent for security camera with advertising function



- Promote installation of LiftSPOT to improve safety and peace-of-mind
- Aiming to expand ad display service and raise the advertising value as an outdoor medium, by driving installation in office buildings



LiftSPOT digital signage with security camera function



Patent certificate (security camera with ad display function)

Overseas rollout

- Independent service providers said to account for 50% share of overseas maintenance market, high likelihood of post-entry growth
- Recently have been targeting the rapid-growth ASEAN market, expanding into Indonesia, Vietnam
- Aim to continue market research, expansion overseas



Indonesia (Jakarta)
PT.Japan Elevator Service Indonesia



Vietnam (Hanoi)
JAPAN UNIECO ELEVATOR SERVICE



Markets entered

Acquired 80% stake in COFRETH, a facility management business in Malaysia, converting into consolidated subsidiary

[Background]

We position expansion into ASEAN as one of our growth strategies, and have continued to grow overseas operations.

- **March 2020:** Established JES Indonesia as JV with local company, expanded into Indonesia market
- **November 2021:** Acquired UNIECO, an independent elevator services firm that operates mainly in Vietnam capital Hanoi

Also converted COFRETH (M) Sdn Bhd, Malaysian facilities management business, into subsidiary

Item	Detail
Company name	COFRETH(M)SDN.BHD.
Place of registration	Selangor Darul Ehsan, Malaysia
Founded/established	24 March 1986
Nature of business	<ul style="list-style-type: none"> ■ Facilities management ■ Energy services ■ Green expertise ■ Smart technology



[Market]

- Malaysia continues to show stable economic growth, and many Japanese companies have entered the market.
- Growing preference for high-rise, high-end buildings is underpinning investment in necessary infrastructure. We view elevator installation and maintenance as growth markets.
- By converting COFRETH into a group company, we aim to generate and tap demand for elevator maintenance arising from the company's facility management services for commercial facilities and office buildings.



Medium-Term Plan VISION 2027

【Basic Strategy】

Over the 28 years since its founding in 1994 through 2022, Japan Elevator Service has grown to become the leading independent elevator service company in Japan, with over 75,000 elevators under maintenance contracts.

We aim to build upon the experience cultivated to date to accelerate growth and double the number of elevators under contract to more than 150,000 over the coming five years. As befits our TSE Prime market designation, we also aim to address social and environmental issues, respond to social change, and achieve sustainable growth in operations and corporate value.

【Key Indicators】

Growth	Profitability	Shareholder returns
Elevators under contract of 150,000, Sales of ¥60bn+	OPM 20% (excluding goodwill amortization)	Dividend payout ratio of 40% or more

- Growth and profitability metrics to be met by FY2027/3
- OPM excludes goodwill amortization (a transitory item), premised on progress with aggressive M&A

【Growth Strategy】

- Growth in Maintenance and Preservation Services sales driven by expanded domestic market share (organic & M&A)
- Tap demand for modernization through increase in number of elevators under contract
- Raise profitability by improving business productivity and efficiency through staff training, digitalization

Raise corporate value through growth, prosper together with all stakeholders

Double the number of elevators under maintenance contracts in Japan

Over 150,000

Net Sales

Over 60 billion yen

Operational growth

Profitability

Operating profit margin

20%

ESG

Shareholder returns

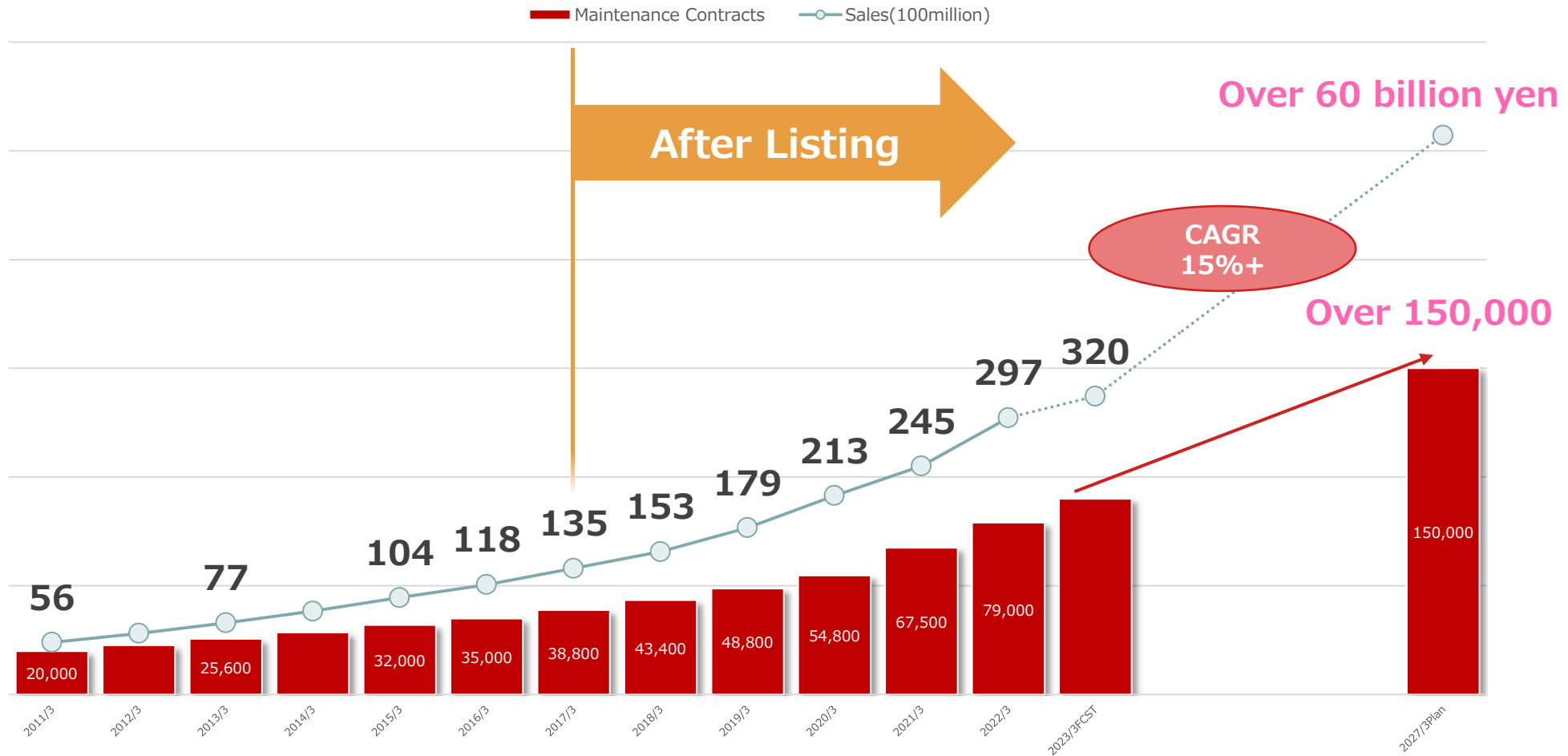
Dividend payout ratio

40% or more

Reduce environmental burden
Diversify staff
Enhance governance

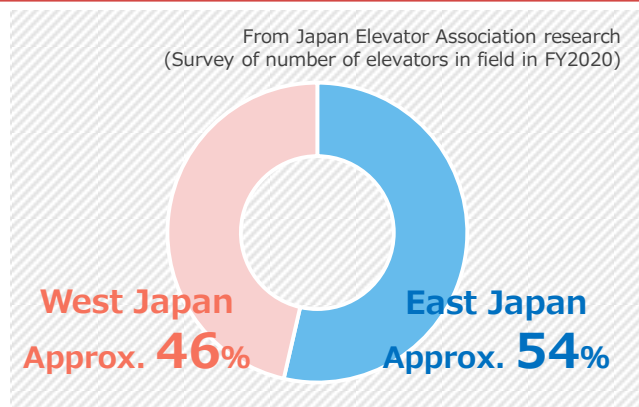
Raise elevators under contract to over 150,000 by 2027

Trends in elevators under contract, sales

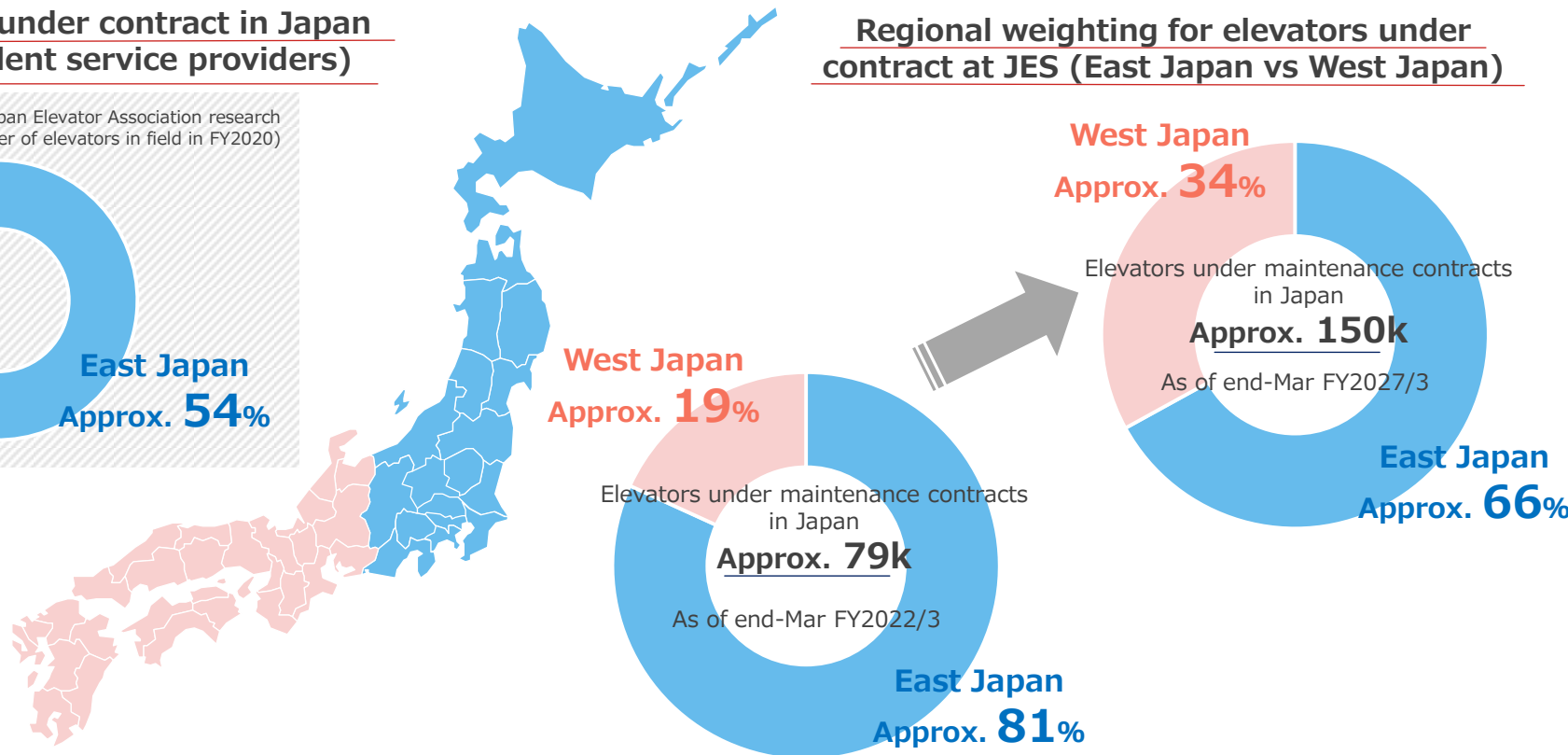


- Carried out upfront investment, focused especially on recruitment, to acquire share in West Japan and other new regions
- Kansai JIC (tentative name) completion slated for March 2024, should drive growth in sales, margins, service capacity
- Operating framework has been put in place to enable full-scale nationwide expansion from historical base of Tokyo, Saitama, Chiba, Kanagawa. Aim to double number of elevators under contract to 150,000 over the next five years

Number of elevators under contract in Japan (excluding independent service providers)



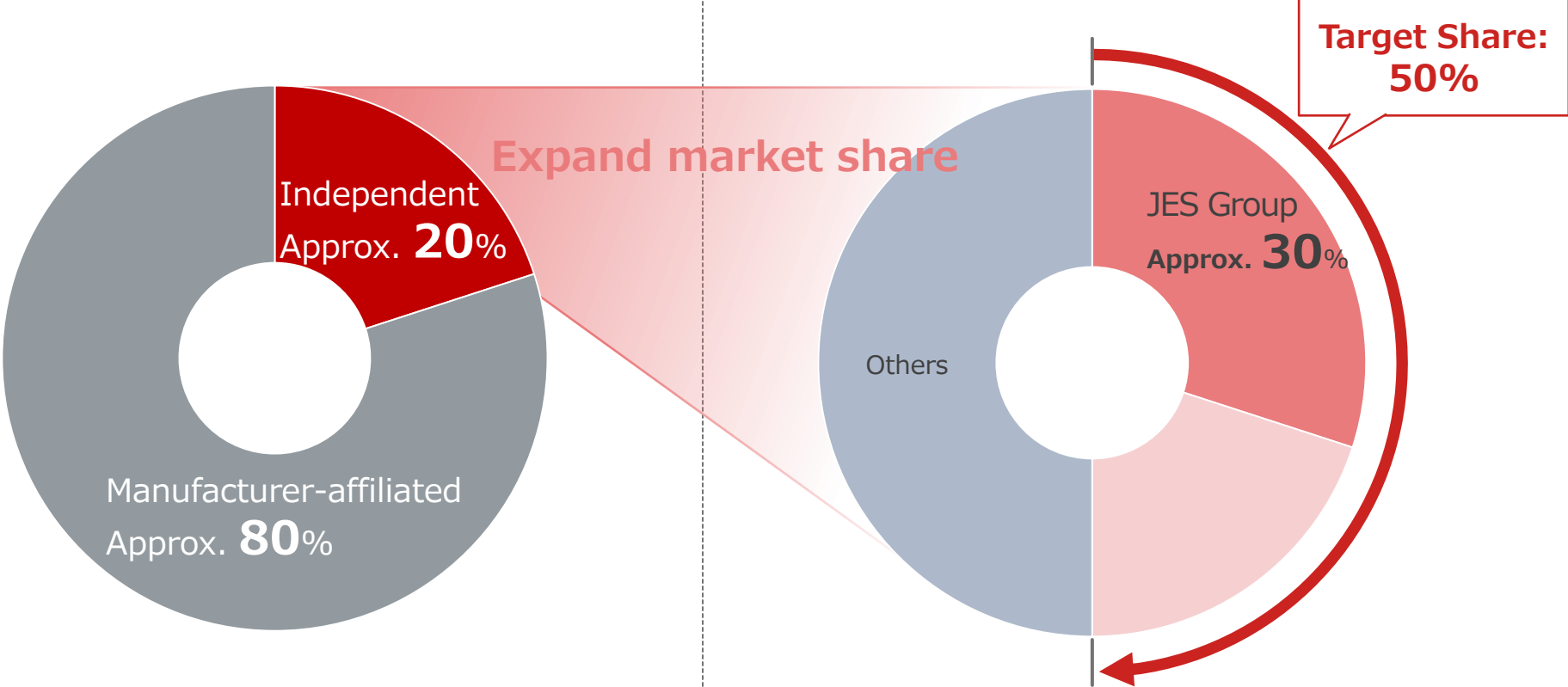
Regional weighting for elevators under contract at JES (East Japan vs West Japan)



Establish overwhelming lead among independent service providers through organic share capture plus M&A-driven operational expansion

Current Situation
Maintenance Ratio Affiliated to Independent

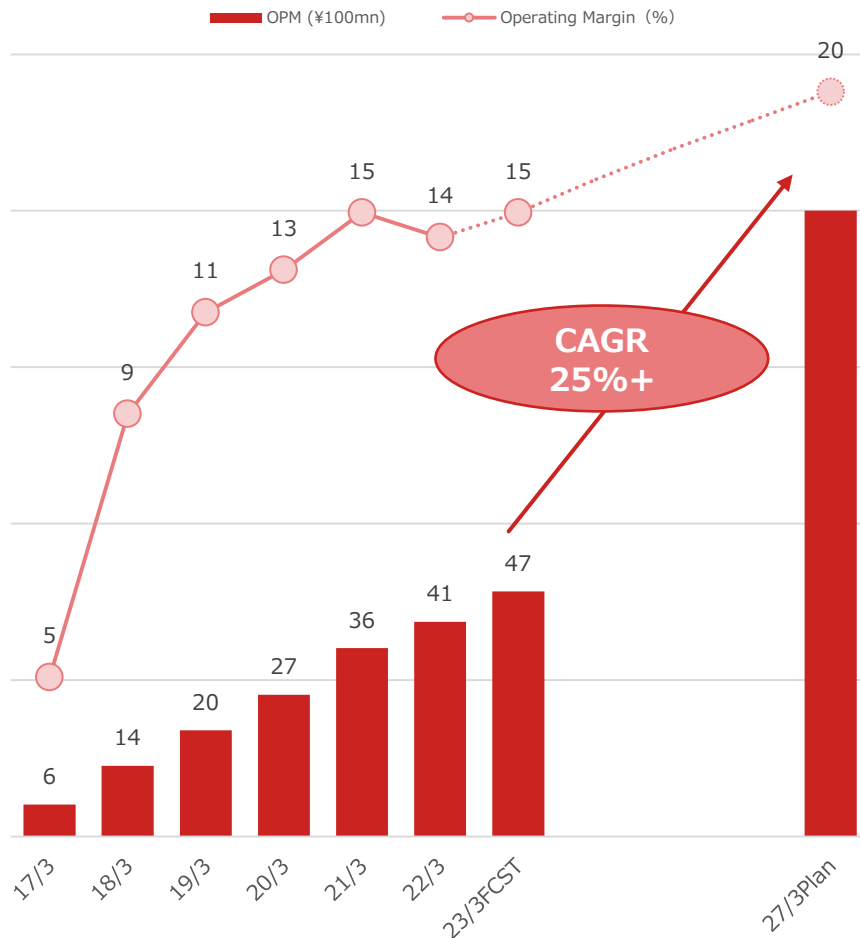
VISION
JES Group share amongst independent maintenance companies



Source: Mitsubishi UFJ Research & Consulting

Productivity-driven profitability improvements through increase in elevators under contract, staff training, digitalization

OPM (%) trends



1. Sales growth through increase in elevators under contract

- Win contracts on 100,000 elevators, chiefly in East Japan area
- Obtain market share of 10%, chiefly in West Japan area
- Potential for growth in Modernization revenue in proportion with growth in elevators under contract

2. Raise productivity, service capacity

- Increase in number of elevators per employee on increase in number of elevators under contract
- Improve service capacity through staff training using internal training systems
- Higher productivity, service capacity on completion of Kansai JIC (tentative name)

3. Cost reductions

- Use recycled or refurbished products to contribute to ESG
- Reduce indirect fixed costs, procurement costs as increase in elevators under contract boosts economies of scale

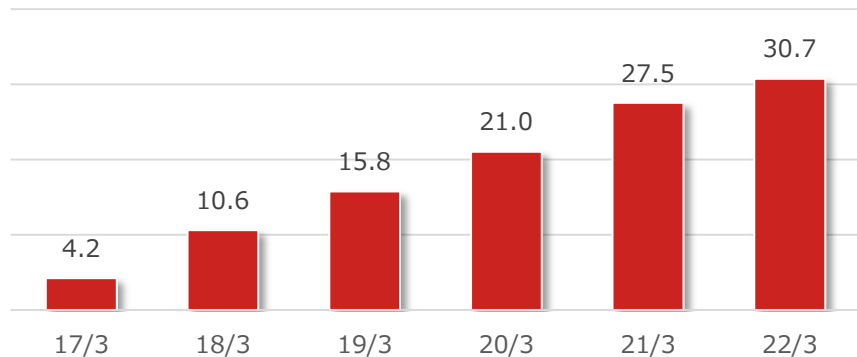
Improved profitability in parallel with number of elevators under contract

OPM: 20%

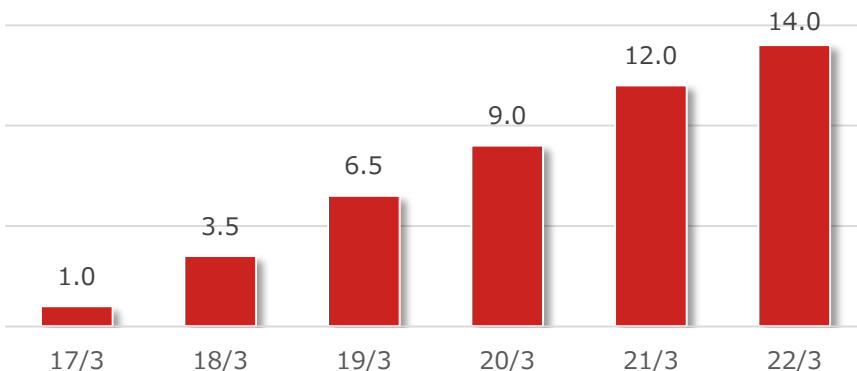
(When elevators under contract reaches 150,000; ex. goodwill amortization)

Stable increase in EPS and DPS; dividend payout ratio of 40% or more

Adjusted EPS (¥)



Adjusted DPS (¥)



Dividend payout ratio (%)





ESG Initiatives

ESG investment has been gaining recognition in Europe in particular and is now taking root within Japan. We believe the disclosure of ESG information is crucial, and indeed it is becoming a requirement.

One of the reasons we have been able to achieve such rapid growth is that the concepts of environment, society, and governance have always been integral to our operations under the banner of safety and peace-of-mind.

- Keeping existing resources in operation through maintenance
- Supplying recycled and refurbished products
- Contributing to the environment through JIC/JIL



- Facilitating female participation
- Contributing to those with weaker social standing
- Staff training and labor management
- Promoting facility accessibility

- Promoting the concepts of safety and peace-of-mind
- Thorough compliance
- Establishing and passing on technical expertise

Promoting parts recycling and refurbishment

We prioritize the acquisition of recycled parts and maintain them in optimal condition

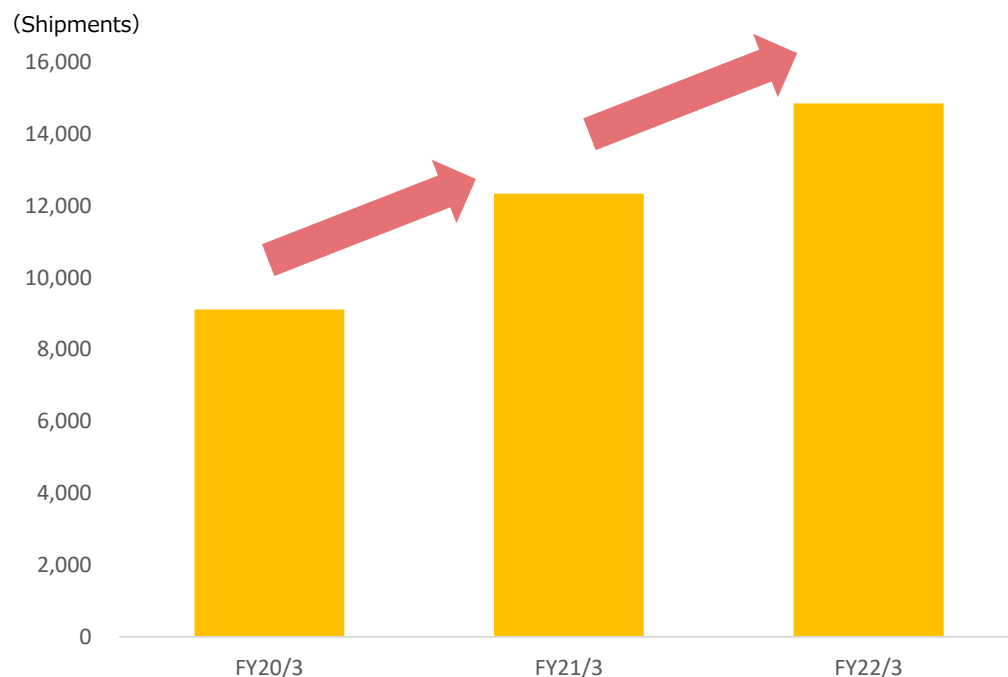
We promote parts refurbishment, contributing to environmental efficiency



Environment

Use of recycled products can enable operational expansion without the emission of greenhouse gases. Refurbished products require production processes to bring them into working order, which do generate some greenhouse gases.

However, as with recycled products, the use of refurbished products can help reduce emissions.



< Reduction in greenhouse gases >

Past one-year period

274 tons*

Total for past three-year period

670 tons*

* Estimated using data for greenhouse gases per unit of sales in manufacturing industry

Adoption of LED Lighting

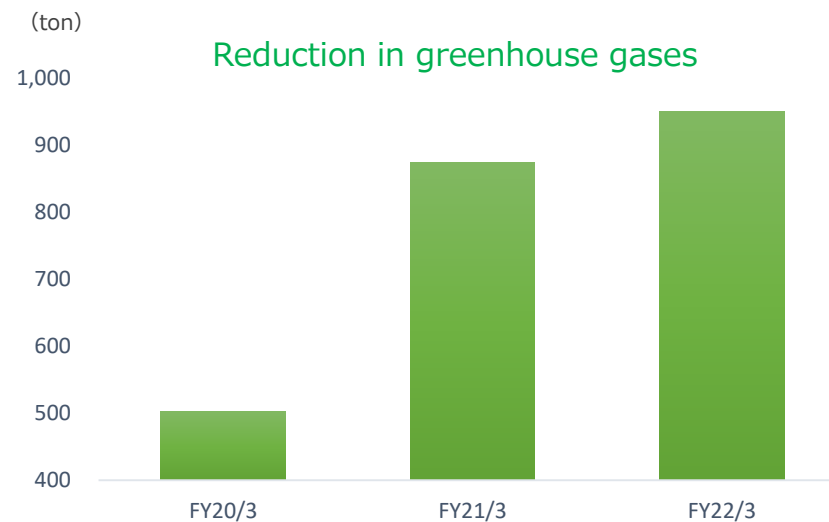
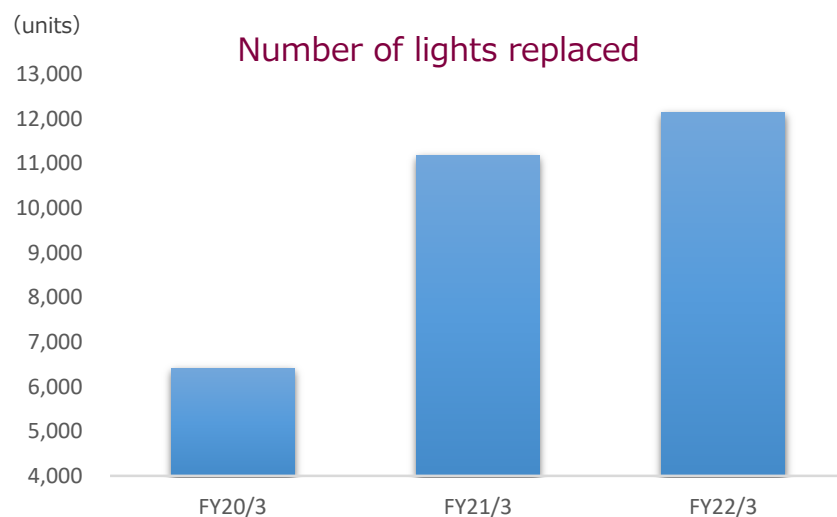
Promoting replacement of fluorescent lighting in elevators with LED lighting



Environment

We are working hard to promote the switchover to LED lighting, which is showing rapid growth. In this way, we help our customers lower their greenhouse gas emissions. The reduction in GHG emissions based on the number of LED lights installed over the past year is approximately **950 tons**.*

* Estimated using data provided by electric power companies for difference between useful economic life of LED lighting and that of general lighting equipment



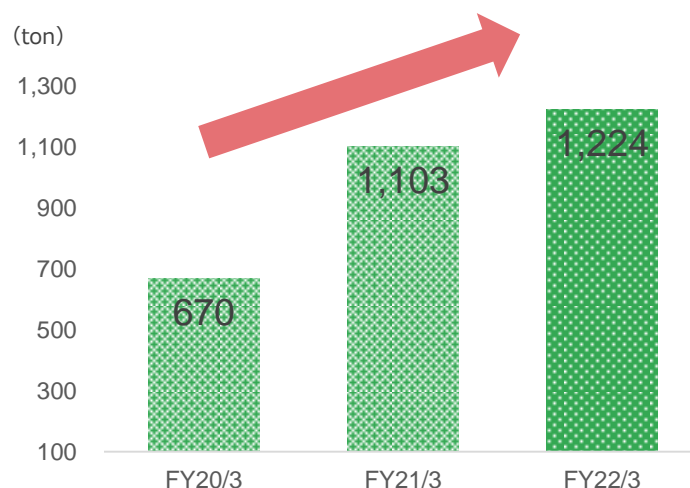
Contribution to environmental preservation from our business activities

The Japanese government aims for carbon neutrality by 2050. We view initiatives to implement green supply-chain platforms as crucial. We have contributed to reducing GHG emissions in parallel with business growth, helping achieve a **1,224 ton** reduction over the past year (our estimate for Scope 3 emissions).



Environment

1. Promoting use of recycled/refurbished products, LED lights
 2. GHG reduction equivalent to over one service sector company's emissions
- In this way, we have been working strenuously to reduce GHG across society as a whole.



JIC/JIL environmental initiatives; coexistence with local area; greenery development

- Solar power
 - Solar panels installed on roof, use of renewable energy
- Improved HVAC efficiency through use of conveying fan
 - Improvement in energy efficiency: around 10%
- Reuse of cushioning, floor protection (Aobeni) to reduce waste
- Installation of resource collection box in offices, encourage all employees to put thought into recycling consumables
- Use of cloud-based electronic workflows to reduce use of paper resources
- Proactive participation in greening activity around JIC/JIL, in collaboration with Wako City Council of Social Welfare
- Greening absorbs CO₂, and is said to mitigate the creation of heat islands through transpiration. We participate in creating restful, pleasant towns rich in nature by creating beautiful vistas that are also home to birds, insects, and other creatures.



Environment



Facilitating Female Participation

Create a working environment where women and men can work together and fulfill their potential



Social

Based on the spirit of the Equal Employment Opportunity Act, and the concept of gender equality in the UN's SDGs, we have achieved sharp growth in the number of female employees and female managers since listing on TSE, and will create opportunities to increase gender equality in the future.

We will continue to build an environment where employees can shine regardless of gender, and to seek gender equality.



Flexible working (direct-to-client travel; remote working)

Based on government's working practice reform, promote teleworking, travel to/from client site without need to check in at office

Promote teleworking among head-office staff, diversifying working styles and preventing spread of COVID-19



Employee benefits

Employees encouraged to make use of full array of benefits suited to employees' stage of life

Encourage use of full array of benefits

Effective use of "child-rearing support", "nursery allowance"

Ensure safety and peace-of-mind of employees

Company housing

New company housing built in Wako City (site of JIC/JIL), to be completed June 2022

By having employees on standby within walking distance of JIC Control Center, we have an emergency response system that promotes safety and peace-of-mind.



Staff Training Initiatives

Enhance competence of maintenance engineers through proprietary training systems, develop diverse HR through tiered training



Social

STEP24 (internal qualifications system)

Improved technical competence, expanded career paths through internal qualifications system

Technical Championship

Hold competitions to test technical competence across domestic and overseas group companies

Comprehensive training system

Provide management training and specialist technical training for new hires, mid-career employees, and managers; provide training suited to diverse career choices

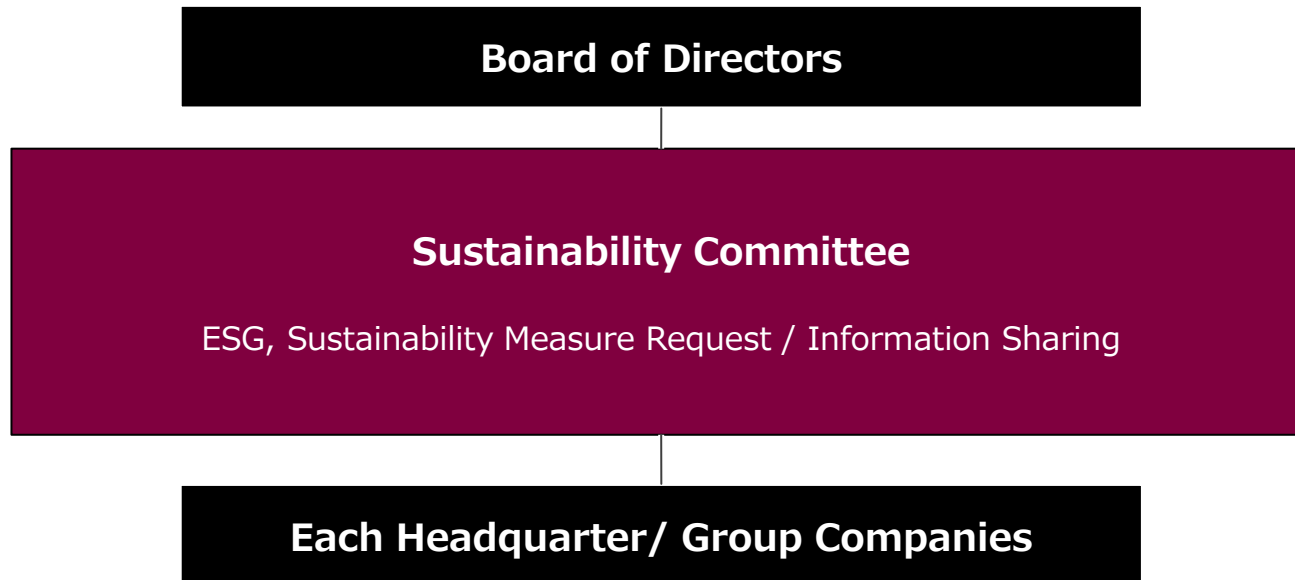
Established Sustainability Committee

In May 2022, we established a Sustainability Committee sitting under the board of directors



Governance

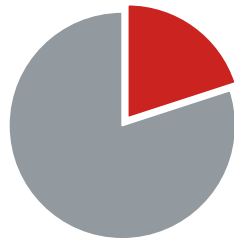
Incorporates ESG concepts in management alongside former focus on remaining a going concern; considers initiatives and targets for ESG/sustainability matters that should be adopted by the company; can mandate individual divisions or the entire group to adopt specific initiatives



Ratio of external directors

- Number of external directors increased by one since listing, ratio now at 33%

<At the time of listing>



Adoption of incentive plans (have employees to become shareholders)



May 2018

Implemented share-based payment scheme with restrictions on transfer



February 2022

Adopted share-based incentives with transfer restrictions, based on employee shareholder association

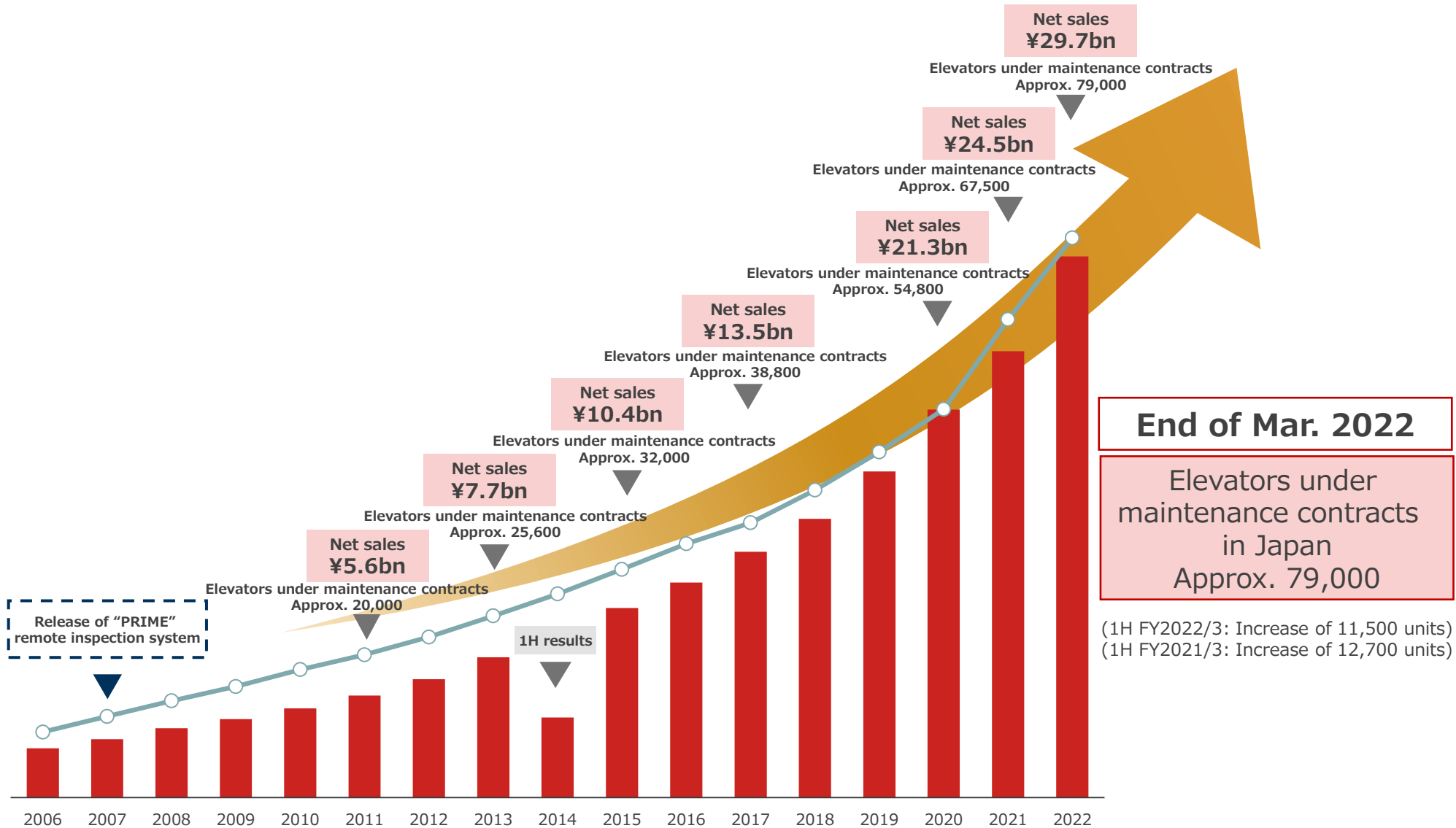
Enhanced compliance systems

- Established Compliance Committee, to educate company and group directors and employees about compliance
- Previously established JES Hotline, a completely independent whistleblower hotline for reporting breaches of corporate guidelines, harassment, inappropriate conduct
- Reduced product failure rate by applying technical guidance and safety education to subsidiaries acquired through M&A





Financial Supplement



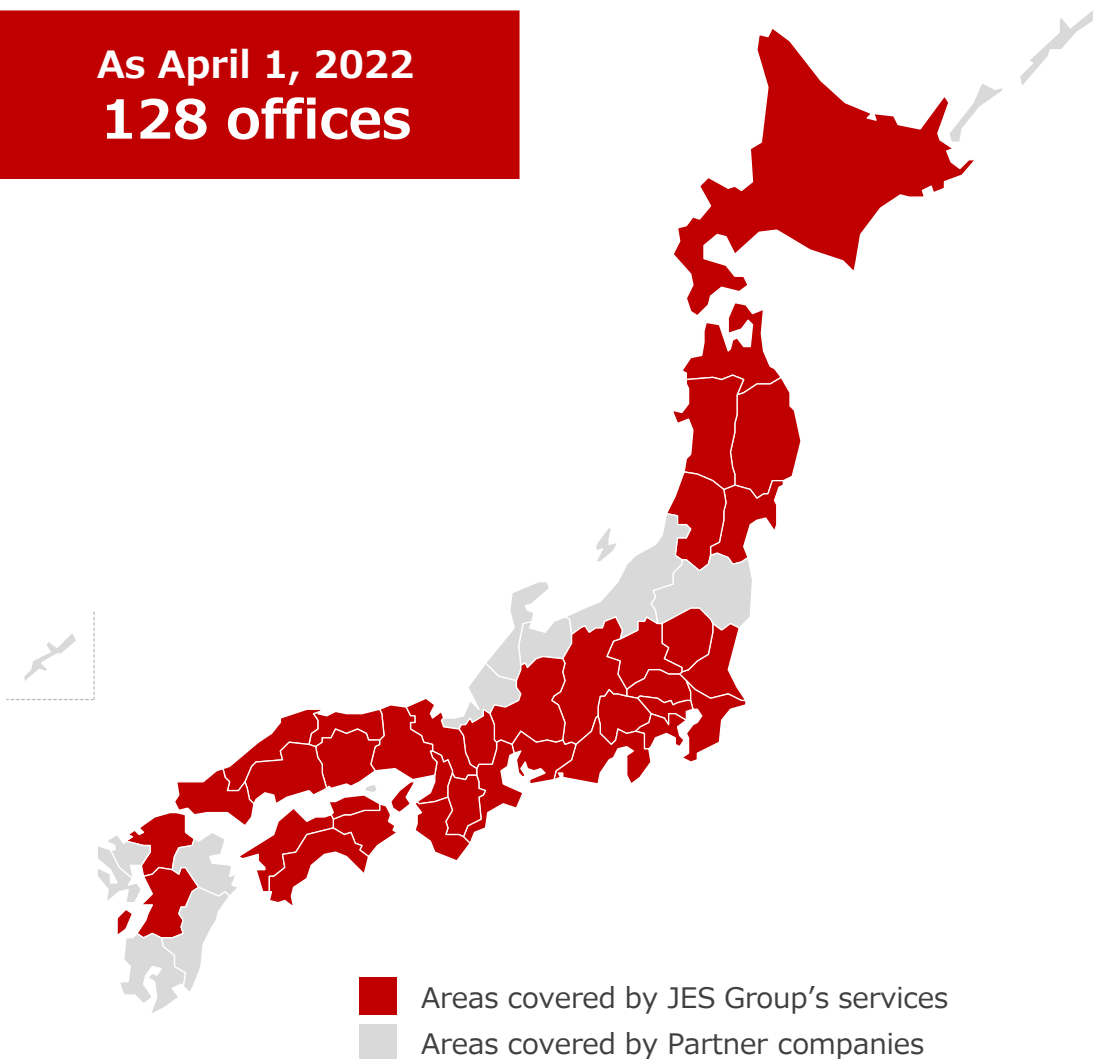
End of Mar. 2022

Elevators under maintenance contracts in Japan
Approx. 79,000

(1H FY2022/3: Increase of 11,500 units)
(1H FY2021/3: Increase of 12,700 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 April 1, 2022
128 offices



JES HD	: 3 offices
JES Hokkaido	: 9 offices
JES Jyonan	: 17 offices (+1)
JES Jyosai	: 25 offices (+2)
JES Kanagawa	: 20 offices (+1)
JES Tokai	: 9 offices
JES Kansai	: 7 offices (-2)
JES Chushikoku	: 5 offices (+5)
JES Kyusyu	: 2 office (+1)
Japan Elevator Parts	: 8 offices
Japan Parking Service	: 3 offices

[M&A]	
Seiko Elevator Co., Ltd.	: 1 office
NS Elevator Co., Ltd.	: 2 offices
Miyoshi Elevator Co., Ltd.	: 3 offices (-3)
[Cosmo Japan, Inc.	: 5 offices]
Nagano Elevator Co., Ltd.	: 1 office
Kansai Elevator Co., Ltd.	: 1 office
Tokyo Elevator Co., Ltd.	: 1 office
Toyota Facility Service Co., Ltd.	: 2 offices (-1)
Ehime Elevator Service Co., Ltd.	: 3 offices
Shikoku Shoukouki Service Co., Ltd.	: 1 office
Shikoku Elevator Service Co., Ltd.	: 1 office
Kanto Elevator System Co., Ltd.	: 3 office
EVOTECH Co., Ltd.	: 1 office

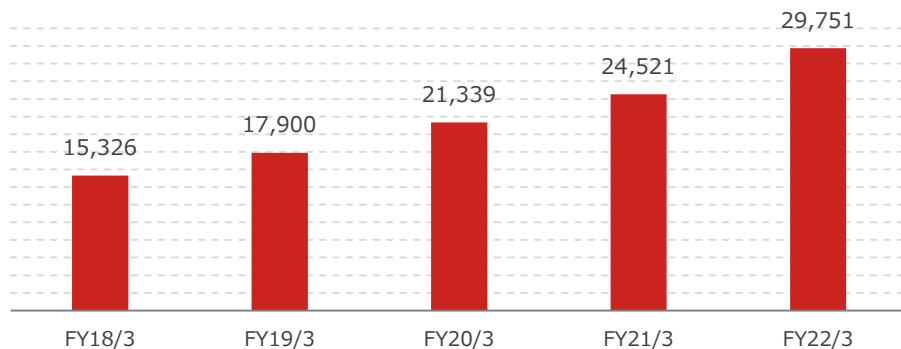
() Movement from end-March 2022
[] Shared office excluded from count

Reference: Future Business Development (Aiming to Build Up Global Standard Business)

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

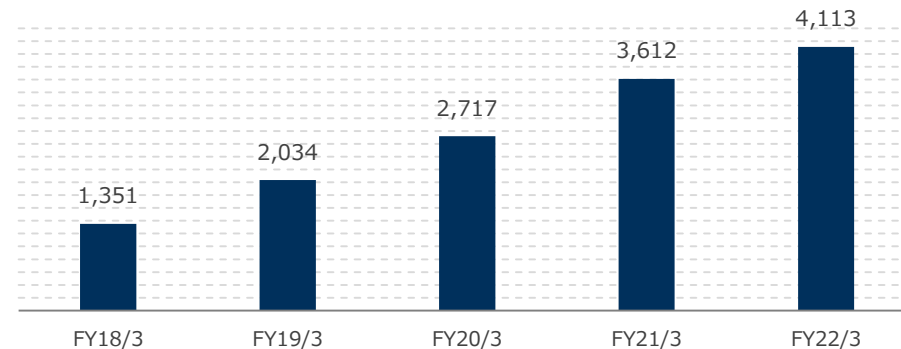
Net sales

(Million yen)



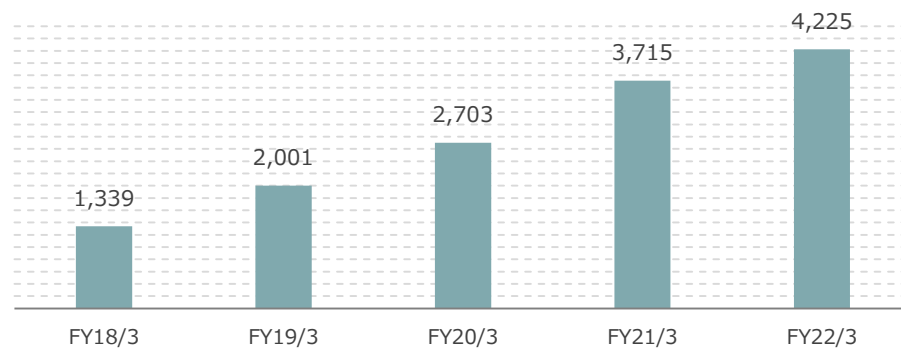
Operating profit

(Million yen)



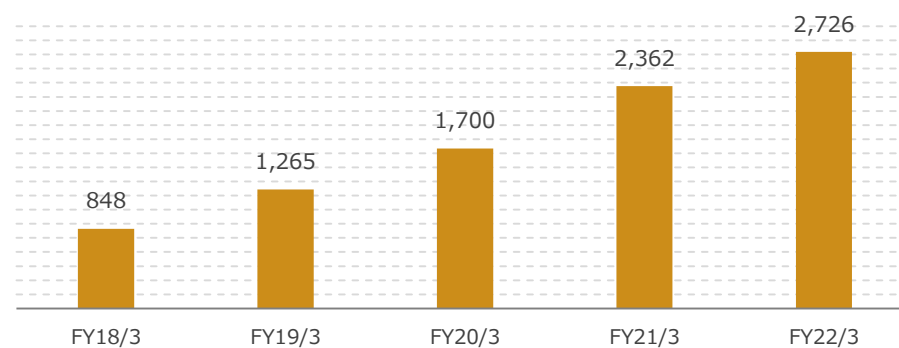
Ordinary profit

(Million yen)



Profit attributable to owners of parent

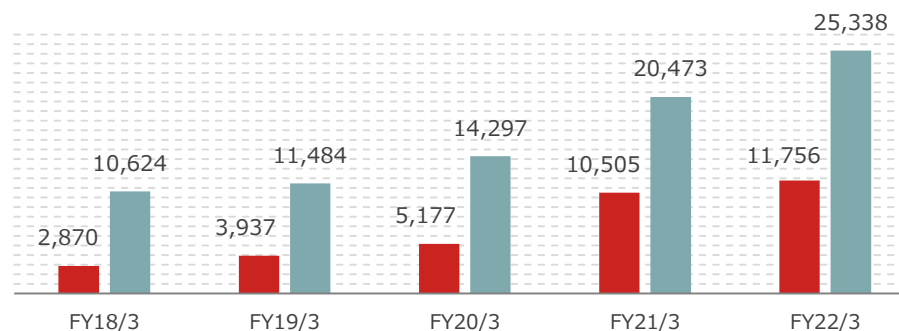
(Million yen)



Net assets / total assets

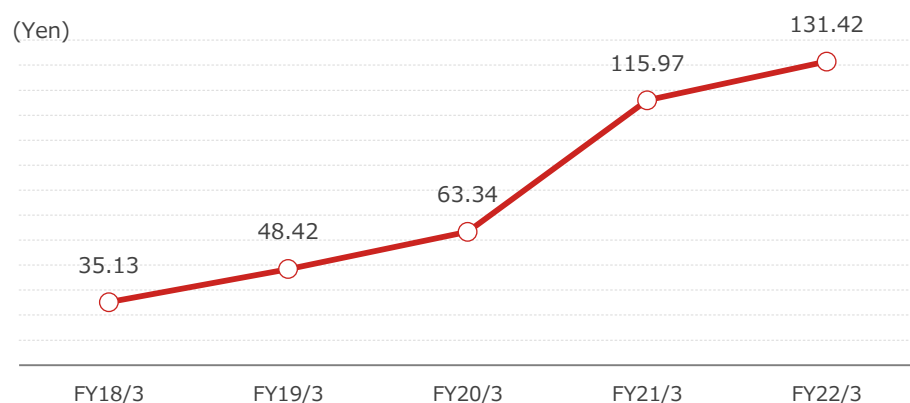
(Million yen)

■ Net assets ■ Total assets



Net assets per share

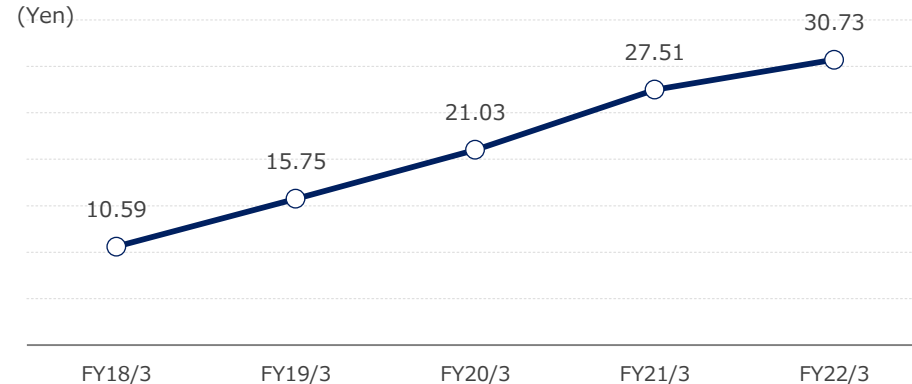
(Yen)



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

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- 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
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