

Meeting Global Needs through Unique Business Model

As a specialized manufacturer of transportation systems, Fujitec has established a unique business model to leverage its capabilities as a full-line producer (integrated structure) and global supply chain while quickly and flexibly responding to diverse needs from around the world.



Full-Line Producer (Integrated Structure)

We produce a full line of safe and reliable elevators and escalators through an integrated structure covering all aspects that include design, development, sales, manufacturing, installation, maintenance and modernization. We provide high-quality products only a specialized manufacturer can realize, garnering trust and support from customers around the world.



Development

Centered around the R&D centers in Japan, we develop new, original technologies and products ahead of the world.



Sales

We engage in comprehensive management from making plan proposals, drawing blueprints, creating estimates and participating in bidding to making deliveries after receiving orders.

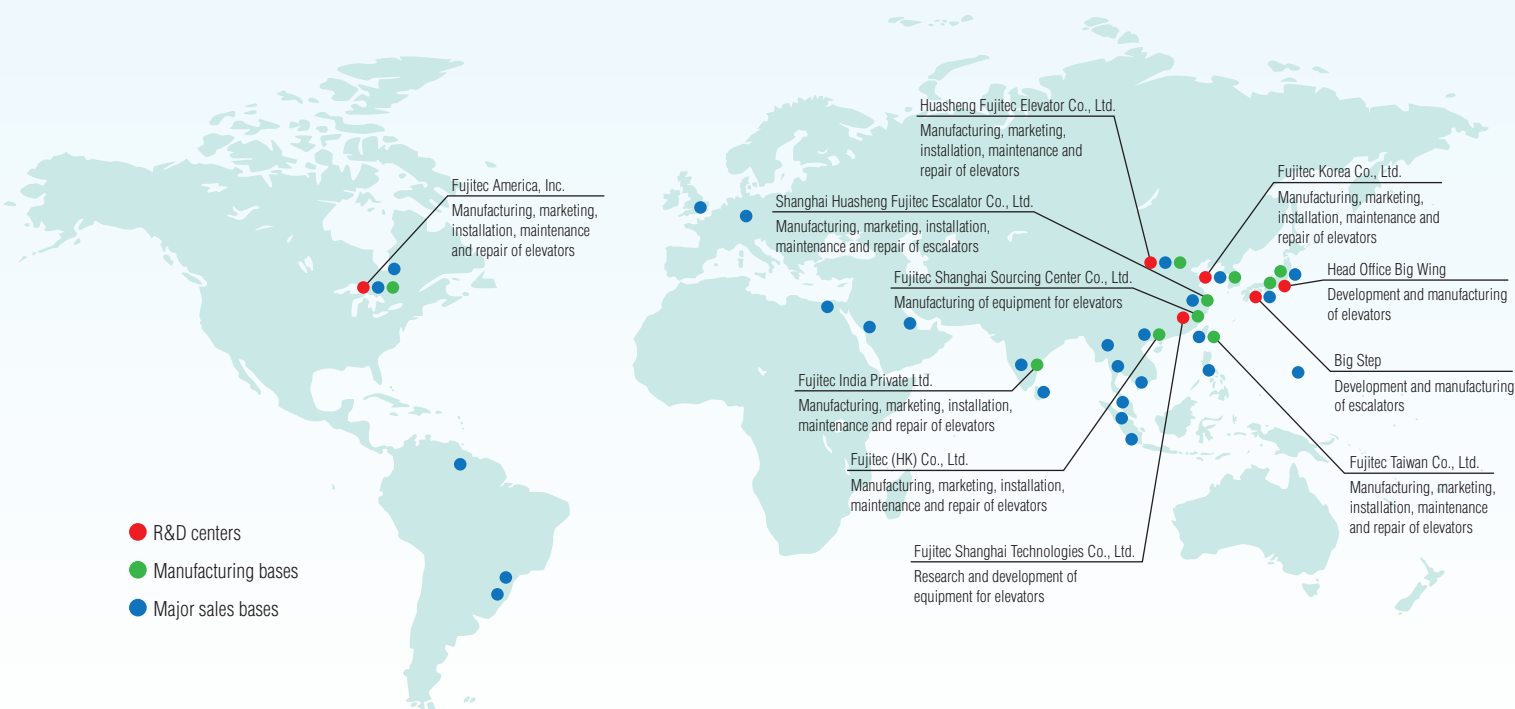


Manufacturing

Under the integrated production structure, we realize high-quality manufacturing while striving for better efficiency.

Global Supply Chain

Beginning with Hong Kong in the 1960s, Fujitec was among the first in the industry to expand into the global market. Since then, we have been pursuing business development around the world. Fujitec currently operates in 25 countries and regions worldwide (from R&D to manufacturing and sales) and has successfully established a global supply chain. Each base of operations works in close cooperation and promotes finely tuned business activities rooted in respective regions.



Installation

Seasoned staffers who have undergone rigorous training make sure reliable installation of elevators and escalators is carried out.

Maintenance

Periodic maintenance and inspection ensure safe operations of elevators and escalators, while striving for more advanced maintenance technologies and innovation of the entire systems.

Modernization

Sophisticated modernization technologies raise the safety and comfort of elevators and escalators.

Fujitec Overview

Financial Highlights

Fiscal years ended March 31

Millions of yen

Thousands of
U.S. dollars

	2013	2014	2015	2016	2017	2017
Net sales	¥117,468	¥147,054	¥165,297	¥177,128	¥167,442	\$1,495,018
Domestic	49,805	58,338	61,508	60,381	62,798	560,696
Overseas	67,663	88,716	103,789	116,747	104,644	934,322
Operating income	9,172	12,871	13,488	14,449	12,687	113,277
Profit attributable to owners of parent	5,507	7,664	8,356	8,807	8,564	76,464
Comprehensive income	12,043	19,450	19,343	6,533	6,530	58,303
R&D expenses	1,930	1,976	2,023	2,179	2,302	20,554
Capital investment	1,614	1,867	4,071	4,138	4,149	37,045
Depreciation and amortization	2,083	2,237	2,373	2,748	2,751	24,563
Acquisition of property, plant and equipment	1,544	2,007	3,867	4,210	3,610	32,232
Total assets	122,643	154,265	179,856	171,872	173,007	1,544,705
Net assets	78,272	93,501	104,620	100,406	103,847	927,205
Cash flows from operating activities	7,913	9,294	10,753	8,932	14,360	128,214
Cash flows from investing activities	(232)	(2,655)	(619)	(5,319)	(6,957)	(62,116)
Cash flows from financing activities	(3,048)	(3,823)	(3,225)	(11,532)	(6,757)	(60,331)
Cash and cash equivalents at end of year	15,519	20,903	30,602	21,833	20,910	186,696
Net income per share (exact yen/dollars)	58.87	82.32	90.84	109.36	106.35	0.95
Diluted net income per share (exact yen/dollars)	—	82.31	90.79	109.28	106.26	0.95
Net assets per share (exact yen/dollars)	768.64	912.40	1,074.82	1,102.66	1,148.36	10.25
Cash dividends per share (exact yen/dollars)	16.00	22.00	24.00	30.00	30.00	0.27
Shareholders' equity ratio (%)	58.6	54.8	51.9	51.6	53.5	—
Return on assets (ROA) (%)	4.8	5.5	5.0	5.0	5.0	—
Return on equity (ROE) (%)	8.2	9.8	9.4	9.7	9.4	—
Order backlogs	108,972	143,881	166,745	195,339	184,738	1,649,446
Domestic	37,896	40,692	47,779	55,475	57,200	510,714
Overseas	71,076	103,189	118,966	139,864	127,538	1,138,732
Number of employees (persons)	8,348	8,539	9,057	9,486	9,832	—
Domestic (persons)	2,713	2,714	2,758	2,824	2,875	—
Overseas (persons)	5,635	5,825	6,299	6,662	6,957	—

1. U.S. dollar amounts are translated from Japanese yen, for convenience only, at the rate of ¥112 to US\$1.00, which was the exchange rate on March 31, 2017.

2. During the fiscal year ended March 31, 2015, the accounts of Fujitec M&E Sdn. Bhd. were newly included in the consolidation.

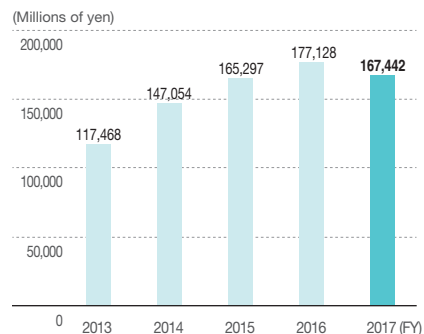
3. During the fiscal year ended March 31, 2016, the accounts of Fujitec Lanka (Private) Ltd. were newly included in the consolidation.

4. During the fiscal year ended March 31, 2016, the accounts of Fujitec (Thailand) Co., Ltd. were removed from the consolidation.

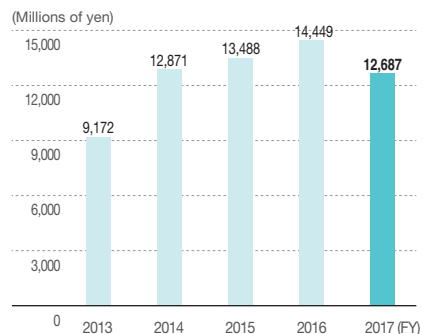
5. Net income per share amounts are computed based on the weighted average number of shares outstanding during each fiscal year. Net assets per share amounts are computed based on the number of shares outstanding at each fiscal year-end.

6. Diluted net income per share is not recorded for the fiscal year ended March 31, 2013 because there were no dilutive shares during the fiscal year.

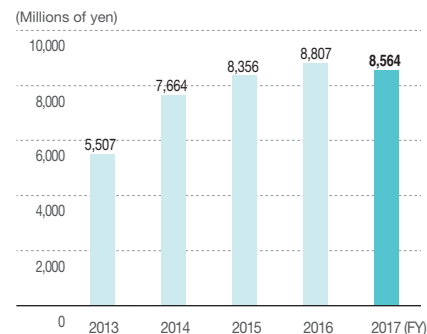
Net Sales



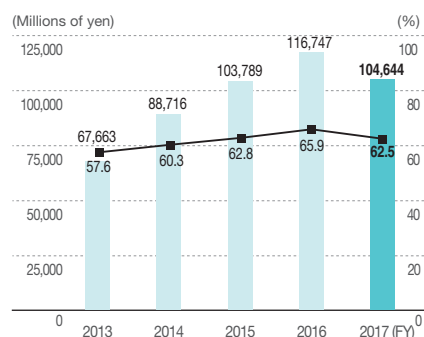
Operating Income



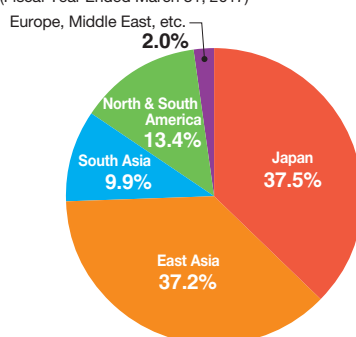
Profit Attributable to Owners of Parent



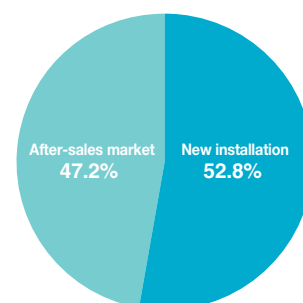
Overseas Sales/Overseas Sales Ratio



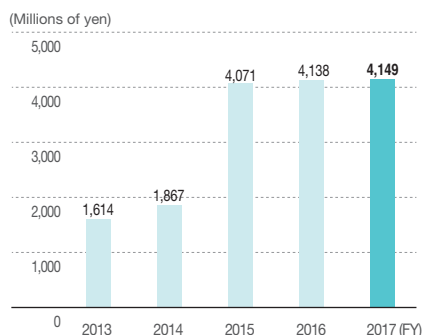
Sales Composition by Region (Fiscal Year Ended March 31, 2017)



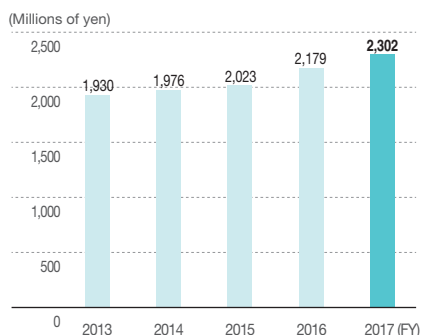
Sales Composition by Business (Fiscal Year Ended March 31, 2017)



Capital Investment



R&D Expenses



Number of Employees

