

Fujitec Overview

Full-Line Producer

Fujitec is a specialized manufacturer of transportation systems. 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.



● New Installation (Design to Installation)

Fujitec's products are world-renowned for high quality. This is due to the establishment of a quality control structure in the production, development, design and installation processes. Through our constant pursuit of high-precision products and innovative quality, Fujitec continues to gain the support and trust of customers worldwide.

● Maintenance

Fujitec constantly seeks more advanced maintenance technologies and innovation in safety systems concurrently with the nationwide network of its maintenance service centers. The Parts Supply Center provides real-time parts support while our Safenet Centers deliver 24-7 remote monitoring. Together, these centers work closely to ensure that our elevators and escalators are always safe and in operation.

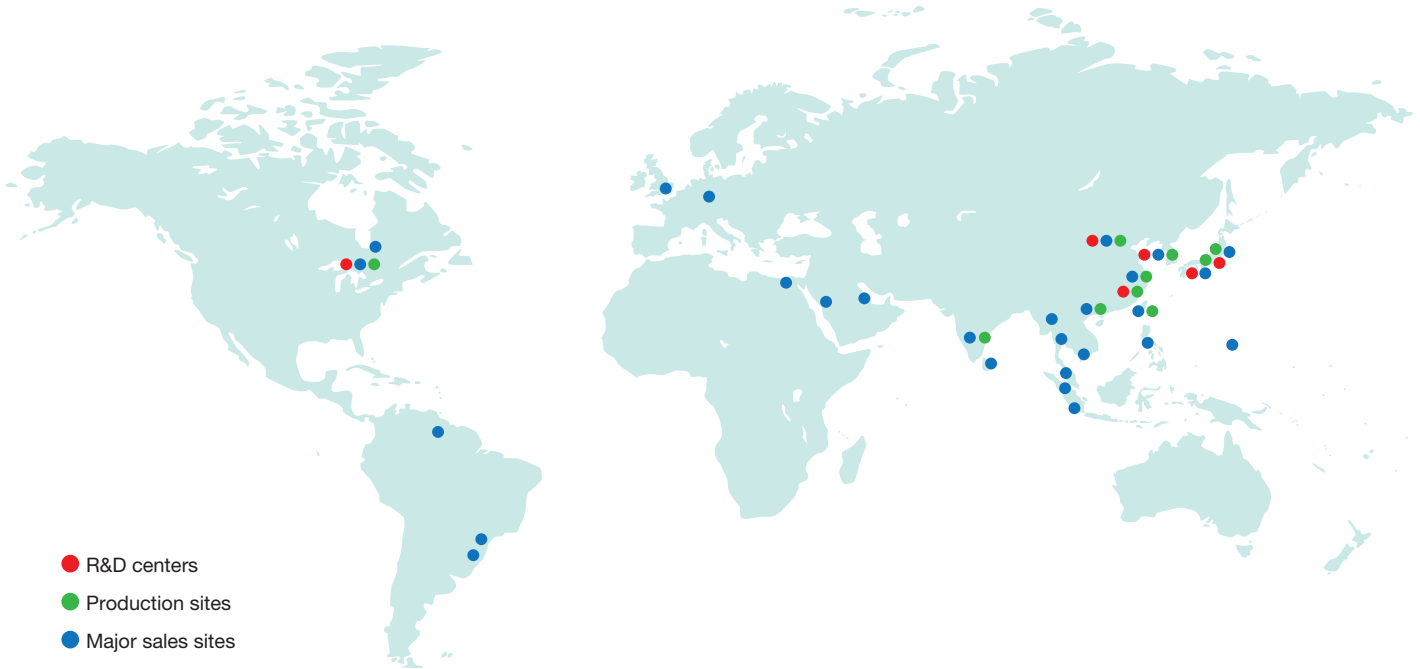
● Modernization

After 20 to 25 years in operation, elevators and escalators need to be modernized. Fujitec's sophisticated modernization technologies enhance safety and comfort. For example, we offer an Unintended Car Movement Package (UCMP) that controls operation and prevents passengers from being trapped in the event of an earthquake or power outage and includes seismic reinforcement in the hoistway.



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 and has successfully established a global supply chain. These locations collaborate and engage local markets with quick and flexible solutions that are finely tuned to their respective regional needs.



Head Office Big Wing (Japan)



Huasheng Fujitec Elevator Co., Ltd. (China)



Shanghai Huasheng Fujitec Escalator Co., Ltd. (China)



Fujitec Korea Co., Ltd. (Korea)



Fujitec India Private Ltd. (India)

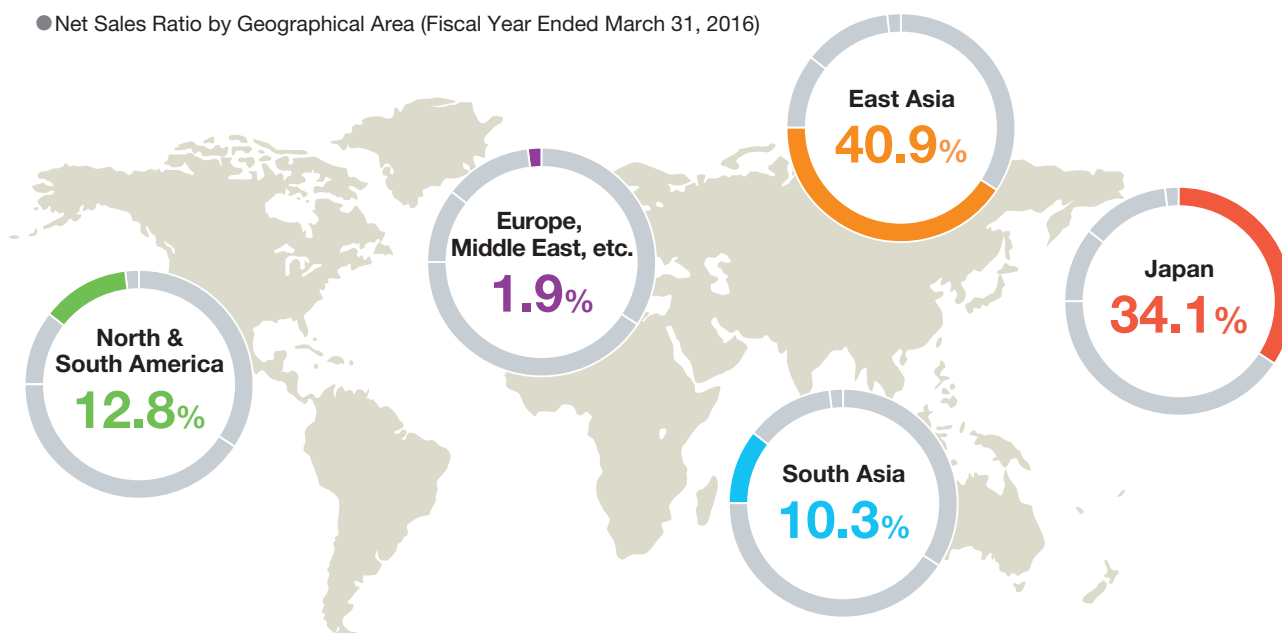


Fujitec America, Inc. (U.S.A.)

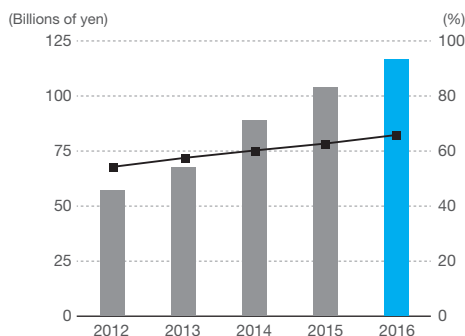
Overseas Sales Ratio of 65.9%

Transportation systems such as elevators and escalators are becoming a necessity for urban and social infrastructure growth. In addition to developed countries, there is a particularly strong demand for new installations in emerging countries. Fujitec is proactively focusing on global business development to meet the increase in demand.

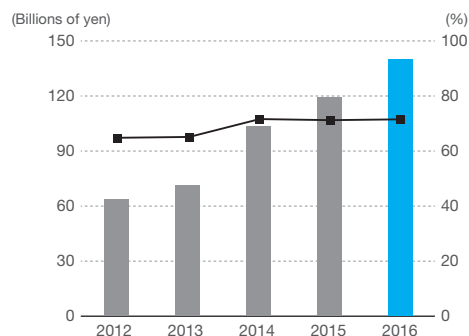
● Net Sales Ratio by Geographical Area (Fiscal Year Ended March 31, 2016)



● Overseas Sales / Overseas Sales Ratio (Fiscal Year Ended March 31)



● Overseas Order Backlogs / Overseas Order Backlog Ratio (Fiscal Year Ended March 31)



Financial Highlights

Fiscal years ended March 31

	Millions of yen					Thousands of U.S. dollars
	2012	2013	2014	2015	2016	2016
Net sales	¥105,061	¥117,468	¥147,054	¥165,297	¥177,128	\$1,567,504
Domestic	47,948	49,805	58,338	61,508	60,381	534,345
Overseas	57,113	67,663	88,716	103,789	116,747	1,033,159
Operating income	5,363	9,172	12,871	13,488	14,449	127,867
Profit attributable to owners of parent	2,607	5,507	7,664	8,356	8,807	77,938
Comprehensive income	2,206	12,043	19,450	19,343	6,533	57,814
R&D expenses	1,971	1,930	1,976	2,023	2,179	19,283
Capital investment	1,354	1,614	1,867	4,071	4,138	36,619
Depreciation and amortization	2,204	2,083	2,237	2,373	2,748	24,319
Acquisition of property, plant and equipment	1,338	1,544	2,007	3,867	4,210	37,257
Total assets	107,213	122,643	154,265	179,856	171,872	1,520,991
Net assets	67,915	78,272	93,501	104,620	100,406	888,549
Cash flows from operating activities	9,685	7,913	9,294	10,753	8,932	79,044
Cash flows from investing activities	(3,952)	(232)	(2,655)	(619)	(5,319)	(47,071)
Cash flows from financing activities	(4,179)	(3,048)	(3,823)	(3,225)	(11,532)	(102,053)
Cash and cash equivalents at end of year	9,718	15,519	20,903	30,602	21,833	193,212
Net income per share (exact yen/dollars)	27.86	58.87	82.32	90.84	109.36	0.97
Diluted net income per share (exact yen/dollars)	—	—	82.31	90.79	109.28	0.97
Net assets per share (exact yen/dollars)	674.78	768.64	912.40	1,074.82	1,102.66	9.76
Cash dividends per share (exact yen/dollars)	12.00	16.00	22.00	24.00	30.00	0.27
Shareholders' equity ratio (%)	58.9	58.6	54.8	51.9	51.6	—
Return on shareholders' equity (%)	4.1	8.2	9.8	9.4	9.7	—
Order backlogs	97,996	108,972	143,881	166,745	195,339	1,728,664
Domestic	34,391	37,896	40,692	47,779	55,475	490,929
Overseas	63,605	71,076	103,189	118,966	139,864	1,237,735

(Notes) 1. U.S. dollar amounts are translated from Japanese yen, for convenience only, at the rate of ¥113 to US\$1.00, which was the exchange rate on March 31, 2016.

2. During the fiscal year ended March 31, 2012, the accounts of Fujitec (Thailand) Co., Ltd. were newly included in the consolidation.

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

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

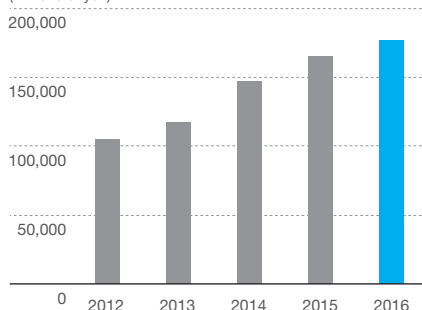
5. During the fiscal year ended March 31, 2016, the accounts of Fujitec (Thailand) Co., Ltd. were removed from the consolidation.

6. 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.

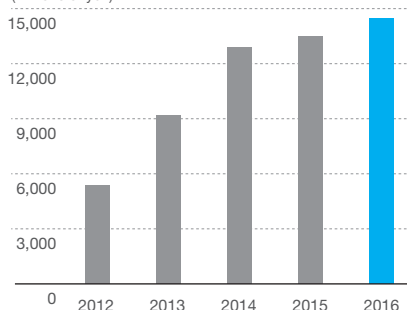
7. Diluted net income per share is not recorded for the fiscal years ended March 31, 2012 and 2013 because there were no dilutive shares during those fiscal years.

● Five-Year Performance (Fiscal Years Ended March 31)

Net Sales
(Millions of yen)



Operating Income
(Millions of yen)



Profit Attributable to Owners of Parent
(Millions of yen)

