

**Fiscal Year 2016 (Ending March 31, 2017)
Six-month Results Presentation**

**Fujitec Co., Ltd.
November 25, 2016**

- 1. Fiscal Year 2016 Six-month Financial Results**
- 2. Fiscal Year 2016 Forecasts**
- 3. Mid-term Management Plan**

1. Fiscal Year 2016 Six-month Financial Results

1-1. Fiscal Year 2016 Six-month Summary



Net Sales and Operating Income decreased for the first time since FY2011 2Q

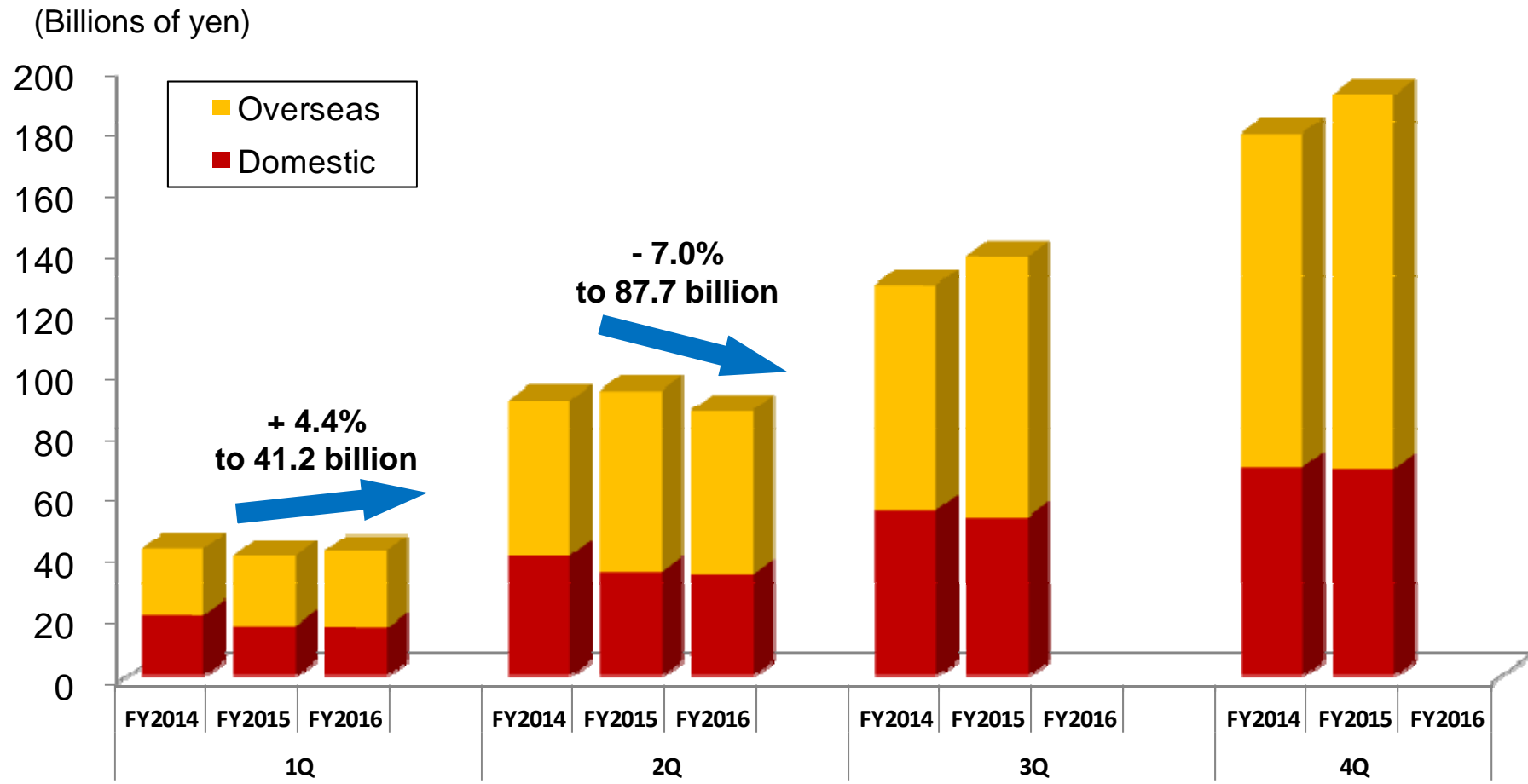
(Millions of yen)

	FY2016 2Q	Percentage (Margin)	Initial Plan	FY2015 2Q	Percentage (Margin)	Change in %
Orders Received	87,723	100.0%	-	94,310	100.0%	- 7.0%
Domestic	33,484	38.2%	-	34,401	36.5%	- 2.7%
Overseas	54,239	61.8%	-	59,908	63.5%	- 9.5%
Net Sales	80,691	100.0%	80,000	83,728	100.0%	- 3.6%
Domestic	28,221	35.0%	-	28,074	33.5%	+ 0.5%
Overseas	52,470	65.0%	-	55,653	66.5%	- 5.7%
Operating Income	6,666	8.3%	5,500	6,723	8.0%	- 0.8%
Ordinary Income	6,520	8.1%	6,000	7,359	8.8%	- 11.4%
Profit Attributable to Owners of Parent	4,389	5.4%	4,000	4,633	5.5%	- 5.3%
EPS	¥54.52	-	¥49.71	¥57.45	-	- ¥2.93

Average Exchange Rate : FY2016 2Q 1US\$=¥114, FY2015 2Q 1US\$=¥120

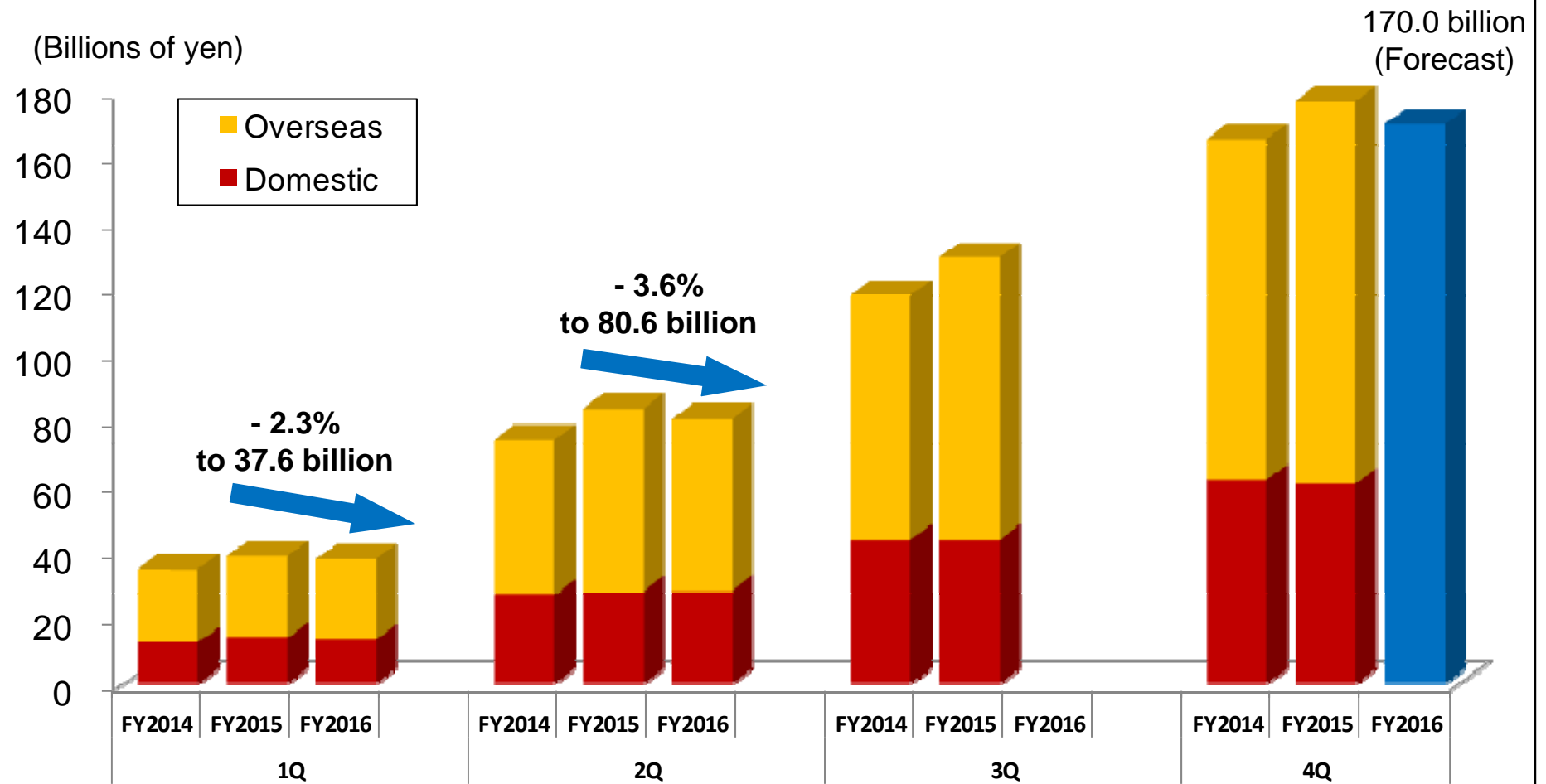
1-2. Orders Received – Quarterly Cumulative Comparison

Increase for North America and South Asia; decrease for Japan and East Asia



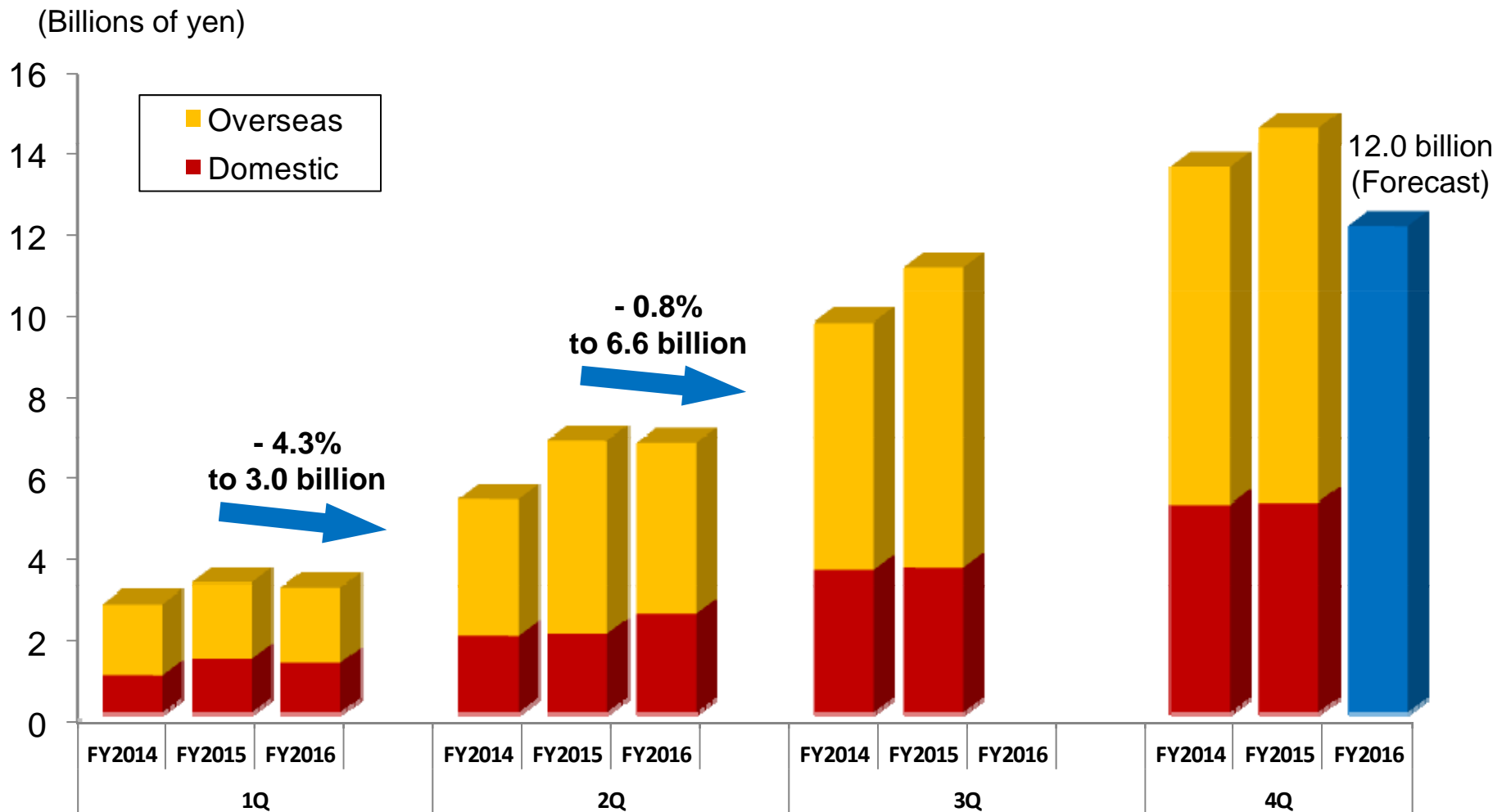
1-3. Net Sales – Quarterly Cumulative Comparison

Strong performance of North America but decline of others



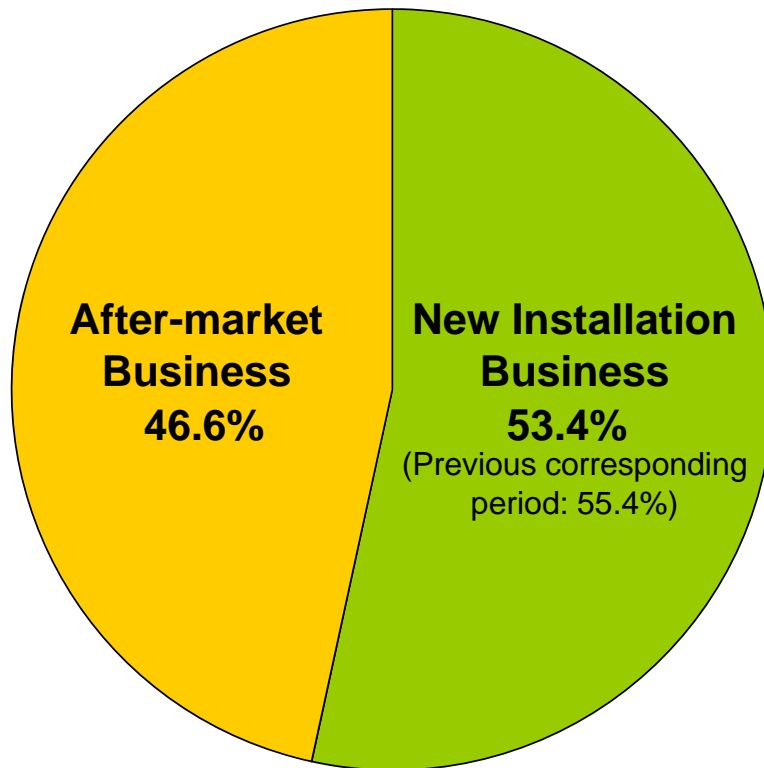
1-4. Operating Income – Quarterly Cumulative Comparison

Increased Net Income for Japan and North America

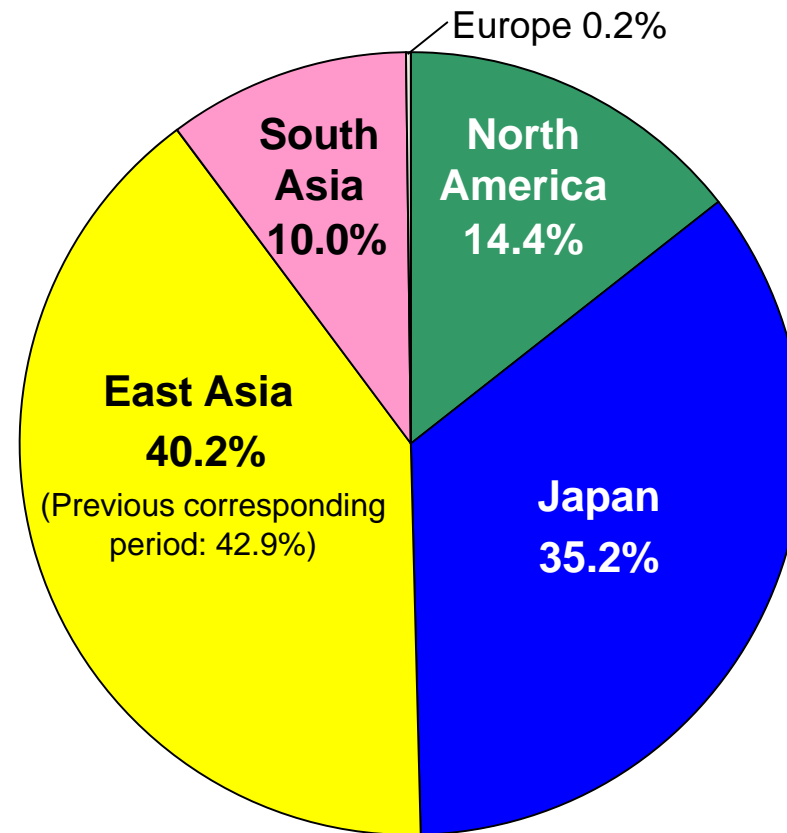


Decrease for East Asia

Net Sales by Business



Net Sales by Segment



1-6. Net Sales & Operating Income by Segment



Increased Net Sales for North America and increased Operating Income for North America and Japan

(Millions of yen)

	Net Sales			Operating Income		
	FY2016 2Q	FY2015 2Q	Change in %	FY2016 2Q	FY2015 2Q	Change
Japan	29,714	30,438	- 2.4%	2,467	1,951	+ 515
East Asia	35,460	39,909	- 11.1%	2,724	3,822	- 1,098
North America	11,674	10,718	+ 8.9%	363	- 141	+ 505
South Asia	8,086	8,757	- 7.7%	1,075	1,125	- 50
Europe	190	230	- 17.4%	- 38	- 35	- 3
Total	85,126	90,054	- 5.5%	6,591	6,723	- 131
Reconciliations	- 4,435	- 6,326	-	74	- 0	+ 74
Consolidated	80,691	83,728	- 3.6%	6,666	6,723	- 57

Average Exchange Rate : FY2016 2Q 1US\$=¥114, FY2015 2Q 1US\$=¥120

Decreased Net Sales despite Increased Operating Income; Good After-market Business

New Installation Business

- Demand decreased due to higher construction costs
- Net Sales declined owing to the extension of completion time
- Operating Income increased due to lower material costs resulting from the appreciation of the yen

After-market Business

- Modernization Business recorded decreased Operating Income
- Net Sales were brisk, driven by the Maintenance
- Operating Income increased by absorbing higher fixed costs



GINZA PLACE (Tokyo)



FOUR SEASONS HOTEL KYOTO (Kyoto)

Decreased Net Sales and Operating Income Due to the affect of operations in China

China

- Contract prices tended to decline due to intensifying competition
- Orders Received dropped even though new types of equipment have been introduced
- Decreased Operating Income due to increased expenditure

Hong Kong
Taiwan
Korea

- Hong Kong and Korea recorded increased Net Sales



Jinan Mingyue Shanzhuang
Bieshu (China)



Asia University Hospital (Taiwan)

Margin improved despite decreased Net Sales

Singapore

- New Installation and After-market Businesses were steady
- Increased Net Sales and Operating Income

ASEAN Region India

- Orders Received in Indonesia and Malaysia were strong
- Orders Received in India were flat year-on-year due to the extension of projects



**Lotus Tower
(Sri Lanka)**

New Installation and After-market Businesses improved for North America

North America

- New Installation and After-market Businesses increased
- Operating Income in New Installation Business improved
- Profitability of the Maintenance Business improved

Europe

- Operating activity remained sluggish



TRUMP INTERNATIONAL HOTEL & TOWER® VANCOUVER (Canada)

1-11. Consolidated Balance Sheet

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(Millions of yen)

	Sep. 30, 2016	Mar. 31, 2016	Change	Remarks
Current Assets	112,286	123,304	- 11,018	
Cash and Cash Equivalents	42,282	43,698	- 1,416	Decreased in East Asia
Trade Notes and Accounts Receivable	44,857	52,502	- 7,644	Decreased in Japan and East Asia
Inventories	19,322	21,075	- 1,753	Decreased in East Asia
Others	5,823	6,028	- 204	
Fixed Assets	45,943	48,567	- 2,623	
Property, Plant and Equipment	32,093	33,828	- 1,735	Capital investment:+1,335, Depreciation:-1,252, Foreign exchange, etc.: -1,818
Intangible Assets	3,526	4,063	- 537	
Investments and Other Assets	10,323	10,674	- 351	
Total Assets	158,229	171,872	- 13,642	
Current Liabilities	60,919	66,981	- 6,062	Short-term debt:-3,251, Provision for bonuses: -938, Advances from customers: -1,040
Non-current Liabilities	4,098	4,484	- 385	
Net Assets	93,211	100,406	- 7,194	Retained earnings:+3,173, Foreign currency translation adjustments:-8,499, Non-controlling interests:-1,840
Shareholders' Equity Ratio	52.7%	51.6%	-	
BPS	¥1,035.02	¥1,102.66	- ¥67.64	

Free Cash Flows increased

(Millions of yen)

	FY2016 2Q	FY2015 2Q	Change
Cash and Cash Equivalents at Beginning of the Year	21,833	30,602	- 8,768
Cash Flows from Operating Activities	10,773	1,890	+ 8,882
Cash Flows from Investing Activities	- 2,092	- 3,100	+ 1,008
Free Cash Flows	8,680	- 1,210	+ 9,891
Cash Flows from Financing Activities	- 4,549	- 7,608	+ 3,059
Cash and Cash Equivalents at End of Second Quarter	22,449	22,244	+ 204

2. Fiscal Year 2016 Forecasts

2-1. Forecasts for Fiscal Year 2016

Keeping initial plan unchanged

FY2016 (Initial Plan)

(100 millions of yen)

	Net Sales	Operating Income (Margin)	
Japan	660	52	7.9%
East Asia	800	52	6.5%
North America	210	3	1.4%
South Asia	150	14	9.3%
Europe	5	0	-
Total	1,825	121	6.6%
Reconciliations	- 125	- 1	-
Consolidated	1,700	120	7.1%

Average Exchange Rate: 1US\$=¥110

FY2016 (Revision)

(100 millions of yen)

	Net Sales	Operating Income (Margin)	
Japan	660	52	7.9%
East Asia	770	50	6.5%
North America	220	5	2.3%
South Asia	150	15	10.0%
Europe	5	- 1	- 20.0%
Total	1,805	121	6.7%
Reconciliations	- 105	- 1	-
Consolidated	1,700	120	7.1%

Average Exchange Rate: 1US\$=¥108

2-2. Forecasts for FY2016 by Segment

Japan: In line with initial plan

(Millions of yen)

	FY2016	FY2015	Change in %
Net Sales	66,000	65,001	+ 1.5%
Operating Income	5,200	5,199	+ 0.0%
Margin	7.9%	8.0%	- 0.1P

- After-market Business remains favorable
- Modernization Business is expected to record an increase in Net Sales
- Operating Income is flat year-on-year

2-2. Forecasts for FY2016 by Segment

East Asia: Initial plan is revised

(Millions of yen)

	FY2016	FY2015	Change in %
Net Sales	77,000	84,606	- 9.0%
Operating Income	5,000	7,500	- 33.3%
Margin	6.5%	8.9%	- 2.4P

Average Exchange Rate: 1RMB=¥17

- Price competition in China intensifies further
- Income is expected to decline owing to lower profitability in New Installation Business

2-2. Forecasts for FY2016 by Segment

South Asia: Operating Income in Singapore and ASEAN increase

(Millions of yen)

	FY2016	FY2015	Change in %
Net Sales	15,000	17,075	- 12.2%
Operating Income	1,500	1,626	- 7.8%
Margin	10.0%	9.5%	+ 0.5P

Average Exchange Rate: 1S\$=¥79

- New Installation and After-market Businesses are steady in Singapore
- Operating Income increases on a full-year basis in Malaysia and Indonesia
- Net Sales in India are expected to increase

2-2. Forecasts for FY2016 by Segment

North America & Europe: Margin in North America improves

(Millions of yen)

North America	FY2016	FY2015	Change in %
Net Sales	22,000	22,360	- 1.6%
Operating Income	500	137	+ 263.8%
Margin	2.3%	0.6%	+ 1.7P
Europe	FY2016	FY2015	Change in %
Net Sales	500	508	- 1.6%
Operating Income	- 100	- 43	-
Margin	- 20.0%	- 8.5%	-

Average Exchange Rate: 1US\$=¥110, 1EURO=¥121

- New Installation and Modernization Businesses are favorable in North America
- Operations in Europe are sluggish and are expected to post operating loss

Capital Investment, Depreciation, R&D Expenses and Dividends

(Millions of yen)

	FY2016	FY2015	Change
Capital Investment	5,300	4,316	+ 984
Domestic	3,700	1,499	+ 2,201
Overseas	1,600	2,816	- 1,216
Depreciation	2,900	2,748	+ 152
R&D Expenses	3,000	2,179	+ 821

(Yen)


	FY2016	FY2015	Change
Dividends	30	30	-
Interim	15	15	-
Year-end	15	15	-

3. Mid-term Management Plan



No Limits!

Push Forward Together!



Mid-Term Management Plan FY 2016, 2017, 2018

Action Vision

1. Increase Fujitec's market share by identifying and supporting specific regional needs.
2. Increase competitiveness through the unification of product specifications.
3. Innovate procurement systems and establish a new global network for product design.
4. Enhance the quality of Fujitec's corporate management.

3-2. Target for Mid-term Management Plan

FUJITEC

FY2018

Net Sales: 200 billion

Operating Income: 16 billion

Margin: 8.0%

FY2016

Net Sales: 170 billion

Operating Income: 12 billion

Margin: 7.1%

Reference Information

Corporate Name	Fujitec Co., Ltd.
Established	Feb 1948 (Listed Feb 1974 on TSE1)
Head Office	Hikone, Shiga (Big Wing)
Business	R&D, manufacturing, marketing, installation and maintenance of elevators and escalators
Paid-in Capital	12,533 million yen (shares issued: 93,767,317)
Directors	President & CEO, Takakazu Uchiyama 7 directors (including 3 outside directors) 4 audit & supervisory board members (including 3 outside audit & supervisory board members)
Employees	Consolidated 9,555 (non-consolidated 2,905)
Group companies	34 companies (including 19 consolidated subsidiaries) (North and South America, East and South Asia, Europe/Middle East)

This presentation was prepared to provide information on the company's Fiscal Year 2016 (ending March 31, 2017) Six-month results and medium-term business plan. The purpose of these materials is not to solicit investments in the company's stock or other securities. All information in this presentation is based on data currently available as of November 25, 2016. The company makes no guarantees regarding the accuracy or completeness of this information and retains the right to revise this information at any time with no prior notification.

November 25, 2016

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**Fiscal Year 2016 (Ended March 31, 2017)
Six-month Results Presentation**

