

Fiscal Year Ended March 31, 2014 (FY2013) Financial Result Presentation



(TSE1: Code 6406)
May 27, 2014

1 Fiscal Year 2013 Financial Results

2 Fiscal Year 2014 Forecasts

3 Progress of Mid-term Management Plan

1

Fiscal Year 2013 Financial Results

1-1. Fiscal Year 2013 Summary



Net Sales, Operating Income and Ordinary Income reached new record highs for two consecutive terms

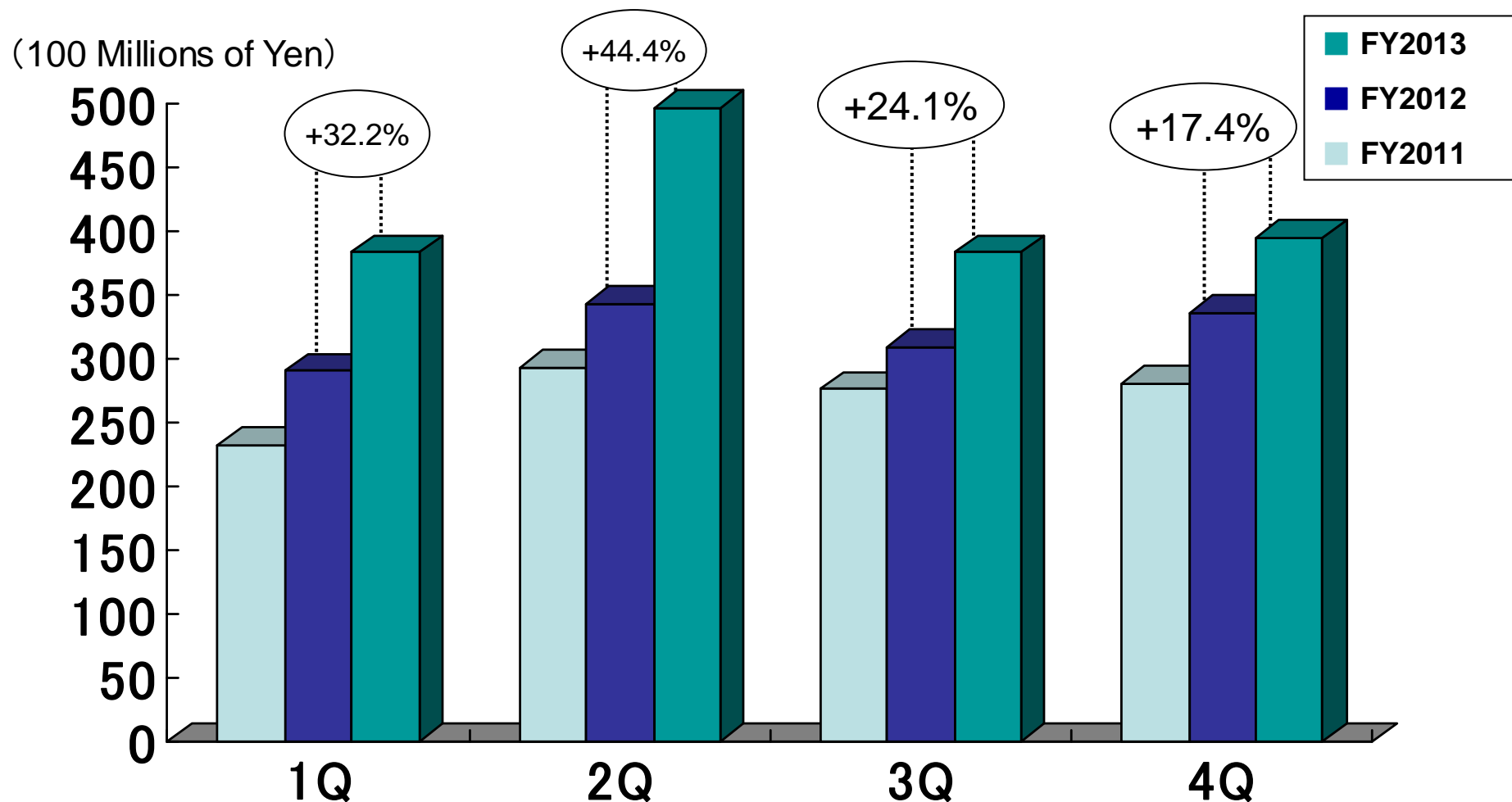
(Millions of yen)

	FY2013	Percentage (Margin)	FY2012	Percentage (Margin)	Change in %	Revised Forecasts
Orders Received	165,789	100.0%	127,910	100.0%	+ 29.6%	-
Domestic	61,056	36.8%	53,227	41.6%	+ 14.7%	-
Overseas	104,733	63.2%	74,683	58.4%	+ 40.2%	-
Net Sales	147,054	100.0%	117,468	100.0%	+ 25.2%	137,000
Domestic	58,338	39.7%	49,805	42.4%	+ 17.1%	-
Overseas	88,715	60.3%	67,662	57.6%	+ 31.1%	-
Operating Income	12,871	8.8%	9,172	7.8%	+ 40.3%	9,600
Ordinary Income	14,187	9.7%	10,066	8.6%	+ 40.9%	10,200
Net Income	7,664	5.2%	5,507	4.7%	+ 39.1%	5,800
EPS	¥82.32	-	¥58.87	-	+ ¥23.45	¥61,99

Average Exchange Rate : FY2013 1US\$=¥96, FY2012 1US\$=¥79

1-2. Orders Received - Quarterly Comparison

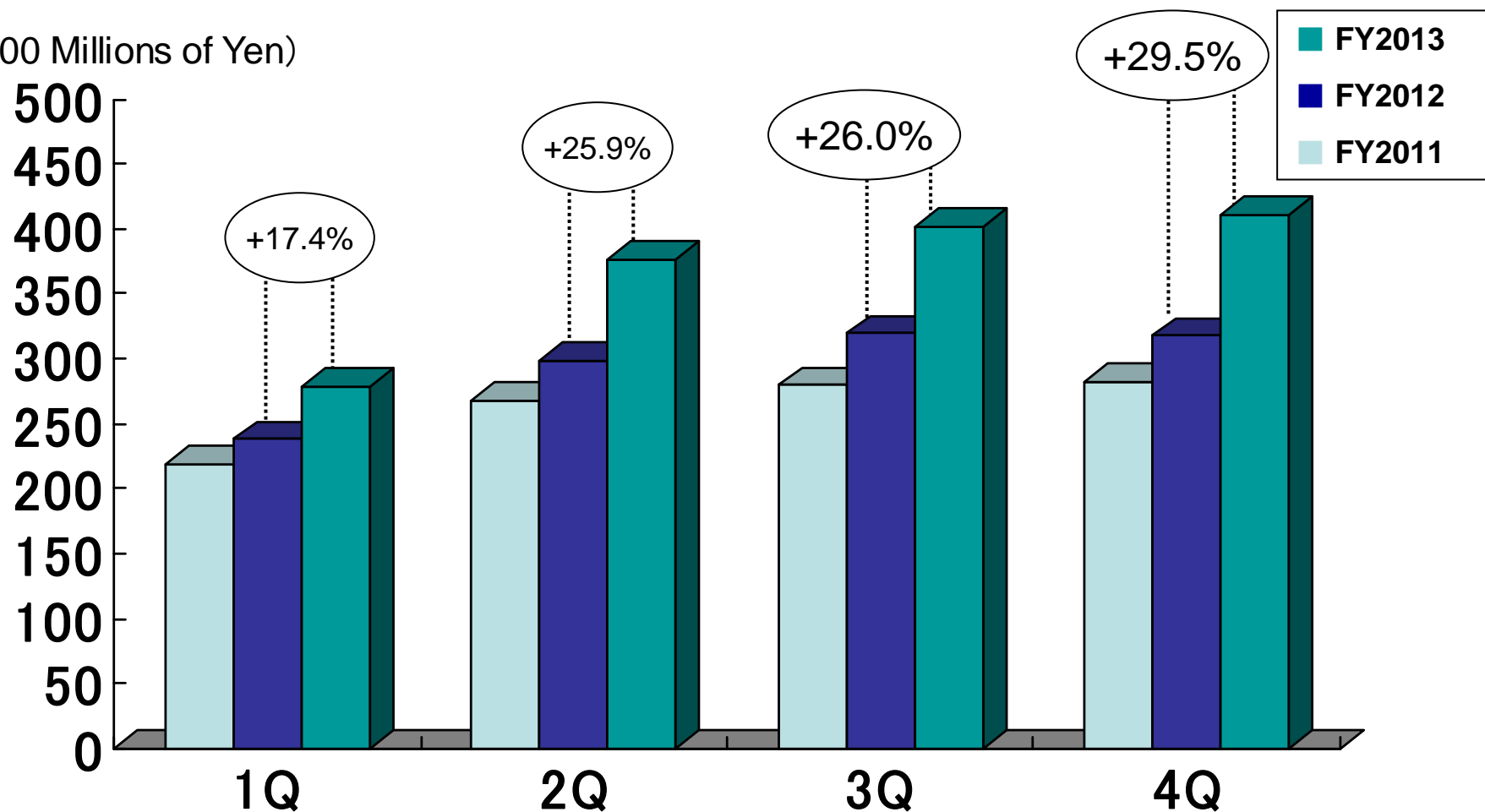
Orders Received for each quarter exceeded the previous year



1-3. Net Sales - Quarterly Comparison

Japan and East Asia increased and Net Sales for each quarter exceeded the previous year

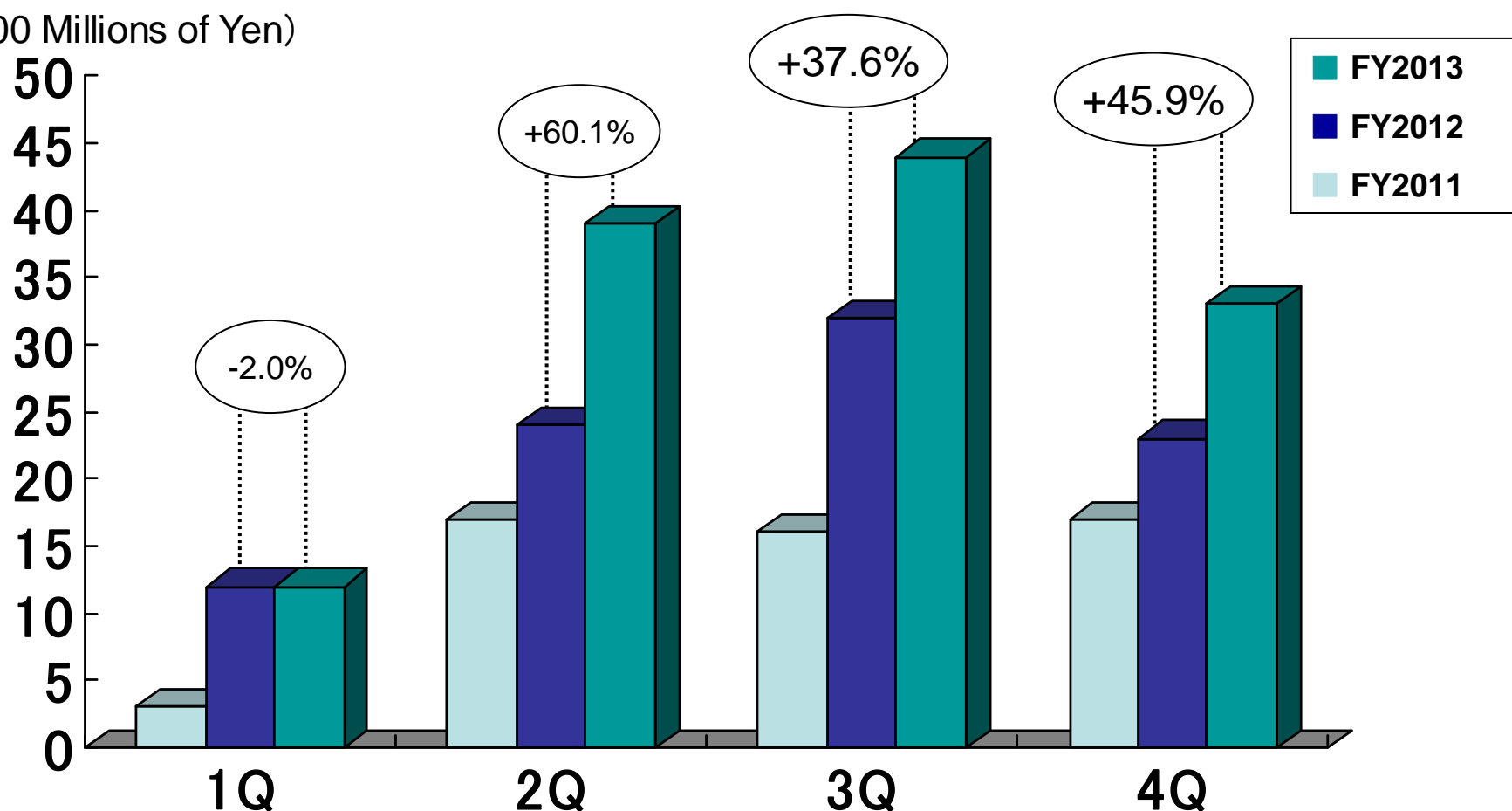
(100 Millions of Yen)



1- 4. Operating Income - Quarterly Comparison

Japan and East Asia contributed and Operating Income significantly increased after the second quarter

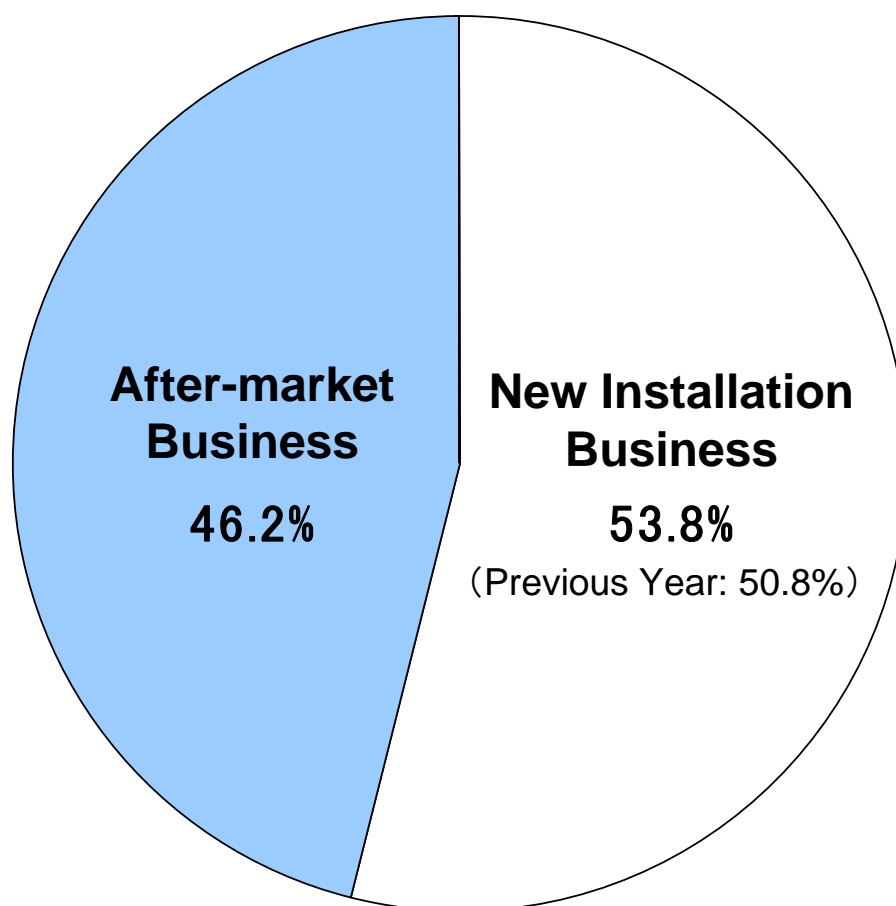
(100 Millions of Yen)



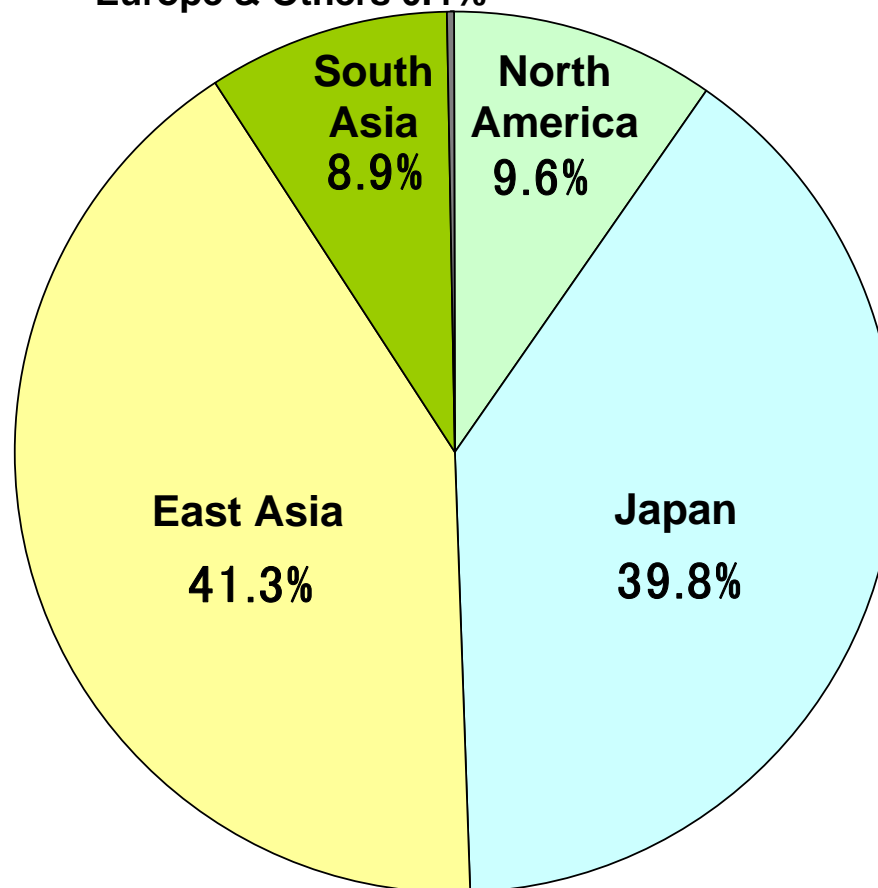
1-5. Net Sales by Business and Segment

**New Installation Business increased by three points by Business
East Asia exceeded Japan by Segment for the first time**

Net Sales by Business



Net Sales by Segment
Europe & Others 0.4%



1-6. Net Sales & Operating Income by Segment



Driven by Japan and East Asia

(Millions of yen)

	Net Sales			Operating Income		
	FY2013	FY2012	Change in %	FY2013	FY2012	Change
Japan	62,407	52,865	+ 18.0%	4,605	3,447	+ 1,158
East Asia	66,363	48,692	+ 36.3%	6,670	4,178	+ 2,491
North America	14,165	11,431	+ 23.9%	- 26	118	- 145
South Asia	13,024	10,590	+ 23.0%	1,779	1,486	+ 292
Europe	673	389	+ 72.8%	5	- 12	+ 17
Total	156,634	123,969	+ 26.3%	13,033	9,218	+ 3,815
Reconciliations	- 9,580	- 6,501	-	- 161	- 45	- 116
Consolidated	147,054	117,468	+ 25.2%	12,871	9,172	+ 3,699

1-7. Operating Environment - Japan

Net Sales and Operating Income increased
Net Sales reached new record highs for the first time in ten years

New Installation Business

- Brisk market due to the economic policies “Abenomics” and boosted demand prior to tax hike
- Units of Orders Received for elevators and escalators increased
- Productivity improved due to an increase in Orders Received

After-market Business

- Robust demand for modernization
- Sales of safety enforcement packages and control panel replacement packages remained active and the market grew thanks to strong demand prior to tax hike
- For Profit and Loss, Operating Income increased due to expansion of the lineup of products

Muromachi Furukawa Mitsui
Building (Tokyo)



1-8. Operating Environment - East Asia

Driven by China, Net Sales and Operating Income increased and performance expanded

China

- Demand in New Installation Market for elevators and escalator was stable
- Material cost was steady in addition to efficiency of mass production
- Operating Income significantly increased

Hong
Kong
Taiwan
Korea

- Orders Received and Net Sales expanded steadily
- Operating Income increased in Hong Kong and Korea

Kerry Everbright City (China)



1-9. Operating Environment - South Asia

Net Sales and Operating Income remained the same as the previous year

Singapore	<ul style="list-style-type: none">▪ Increase in Operating Income was ensured in spite of a decrease in Net Sales due to the postponement of completion▪ Operating Margin improved due to cost reduction	<p>Media Coop (Singapore)</p> 
India ASEAN Region	<ul style="list-style-type: none">▪ New Installation Business expanded steadily in ASEAN region including Indonesia and Malaysia, and Net Sales and Operating Income increased▪ In India, deliveries were postponed due to delays in construction	<p>IT Park (India)</p> 

North America and Europe sluggish as a whole

North America

- New Installation Orders Received increased steadily due to recovery of the U.S. economy
- Profitability deteriorated due to an increase in installation costs

Europe

- The European economy recovered gradually
- Profitability in the U.K. and Germany improved

605 West 42nd Street (USA)



1-11. Consolidated Balance Sheet



(Millions of yen)

	As of Mar 2014	As of Mar 2013	Change	Remarks
Current Assets	111,271	80,736	+ 30,535	
Cash and Cash Equivalents	41,212	31,446	+ 9,765	Increased in Japan and East Asia
Trade Notes and Accounts Receivable	42,116	31,039	+ 11,077	Increased in Japan and East Asia
Inventories	19,929	13,887	+ 6,042	Increased in East Asia
Others	8,013	4,363	+ 3,649	
Fixed Assets	42,993	41,907	+ 1,086	
Property, Plant and Equipment	29,982	28,759	+ 1,222	Capital investment:+1,867, Depreciation:-2,056, Foreign exchange etc:+1,411
Intangible Assets	3,876	3,136	+ 739	
Investments and Other Assets	9,135	10,011	- 875	
Total Assets	154,265	122,643	+ 31,621	
Current Liabilities	54,348	39,953	+ 14,395	Trade notes and accounts payable:+3,616 Advances from customers:+5,573
Non-current Liabilities	6,414	4,417	+ 1,997	Long-term debt:+1,204
Net Assets	93,501	78,272	+ 15,229	Retained earnings:+5,886, Minority Interests:+2,539, Foreign currency translation adjustments:+7,725, Treasury stock:-944
Shareholders' Equity Ratio	54.8%	58.6%	-	
BPS	¥912.40	¥768.64	+ ¥143.76	

1-12. Cash Flows

Cash Flows from Operating Activities increased

(Millions of yen)

	FY2013	FY2012	Change
Cash and Cash Equivalents at Beginning of the Year	15,519	9,718	+ 5,800
Cash Flows from Operating Activities	9,294	7,913	+ 1,381
Cash Flows from Investing Activities	- 2,655	- 232	- 2,423
Free Cash Flows	6,639	7,680	- 1,041
Cash Flows from Financing Activities	- 3,823	- 3,048	- 774
Cash and Cash Equivalents at End of the Year	20,903	15,519	+ 5,384

2

Fiscal Year 2014 Forecasts

2-1. Forecasts for Fiscal Year 2014

Operating Income increases slightly while Net Sales increases

FY2013

(100 millions of yen)

	Net Sales	Operating Income (Margin)	
Japan	624	46	7.4%
East Asia	664	66	10.1%
North America	142	- 0	- 0.2%
South Asia	130	18	13.7%
Europe	6	0	0.7%
Total	1,566	130	8.3%
Reconciliations	- 96	- 2	-
Consolidated	1,470	128	8.8%

Average Exchange Rate: FY2013 1US\$=¥96

FY2014

(100 millions of yen)

	Net Sales	Operating Income (Margin)	
Japan	640	48	7.5%
East Asia	770	67	8.7%
North America	150	0	-
South Asia	150	18	12.0%
Europe	8	0	-
Total	1,718	133	7.7%
Reconciliations	- 118	- 3	-
Consolidated	1,600	130	8.1%

Average Exchange Rate: FY2014 1US\$=¥98

2-2. Forecasts for FY2014 by Segment

Net Sales increases mainly in Asia and Operating Income remains flat

(Millions of yen)

	Net Sales			Operating Income		
	FY2014	FY2013	Change in %	FY2014	FY2013	Change
Japan	64,000	62,407	+ 2.6%	4,800	4,605	+ 195
East Asia	77,000	66,363	+ 16.0%	6,700	6,670	+ 30
North America	15,000	14,165	+ 5.9%	0	- 26	+ 26
South Asia	15,000	13,024	+ 15.2%	1,800	1,779	+ 21
Europe	800	673	+ 18.9%	0	5	- 5
Total	171,800	156,634	+ 9.7%	13,300	13,033	+ 267
Reconciliations	- 11,800	- 9,580	-	- 300	- 161	-
Consolidated	160,000	147,054	+ 8.8%	13,000	12,871	+ 129

Average Exchange Rate: FY2014 1US\$=¥98, FY2013 1US\$=¥96

2-2. Forecasts for FY2014 by Segment

Japan: Trend of the increase in Net Sales and Operating Income continues

(Millions of yen)

	FY2014	FY2013	Change in %
Net Sales	64,000	62,407	+ 2.6%
Operating Income	4,800	4,605	+ 4.2%
Margin	7.5%	7.4%	+ 0.1P

Average Exchange Rate: FY2014 1US\$=¥98, FY2013 1US\$=¥96

- New Installation Market is estimated to continue strong
- Modernization Market may go into the backlash against the boosted demand prior to tax hike
- Delay in construction due to a field labor shortage is a factor of concern

2-2. Forecasts for FY2014 by Segment

East Asia : Forecast of Net Sales increases and Margin decreases

(Millions of yen)

	FY2014	FY2013	Change in %
Net Sales	77,000	66,363	+ 16.0%
Operating Income	6,700	6,670	+ 0.4%
Margin	8.7%	10.1%	- 1.4P

Average Exchange Rate: FY2014 1RMB=¥16, FY2013 1RMB=¥16

- Forecast of a 16% increase in Net Sales over the previous year
- New Installation Market in China is forecast to grow 10% annually
- Margin decreases due to stiff price competition
- Cash Flows of the clients are also a factor of concern

2-2. Forecasts for FY2014 by Segment

South Asia : New Installation Business expands and Margin decreases

(Millions of yen)

	FY2014	FY2013	Change in %
Net Sales	15,000	13,024	+ 15.2%
Operating Income	1,800	1,779	+ 1.2%
Margin	12.0%	13.7%	- 1.7P

Average Exchange Rate: FY2014 1S\$=¥79, FY2013 1S\$=¥77

- Forecast of a 15% increase in Net Sales over the previous year
- Margin decreases due to expansion of the New Installation Business
- India works to reduce costs

2-2. Forecasts for FY2014 by Segment

North America & Europe: Break-even despite an increase in Net Sales

(Millions of yen)

North America	FY2014	FY2013	Change in %
Net Sales	15,000	14,165	+ 5.9%
Operating Income	0	- 26	-
Margin	0.0%	-	-

Europe	FY2014	FY2013	Change in %
Net Sales	800	673	+ 18.9%
Operating Income	0	5	-
Margin	0.0%	0.7%	- 0.7P

Average Exchange Rate: FY2014 1US\$=¥98, FY2013 1US\$=¥96

- North America focuses on expanding After-market Business

2-3. Others

Capital Investment, Depreciation, R&D Expenses and Dividends

(Millions of yen)

	FY2014 Plan	FY2013 Results	Change
Capital Investment	7,600	1,867	+ 5,733
Domestic	1,900	1,026	+ 874
Overseas	5,700	841	+ 4,859
Depreciation	2,500	2,237	+ 263
R&D Expenses	2,000	1,976	+ 24

(yen)

	FY2014 Forecasts	FY2013 Results	Change
Dividends	24	22	+ 2
Interim	12	9	+ 3
Year-end	12	13	- 1

3 Progress of Mid-term Management Plan

Mid-term Management Plan “Grow Together! Yes, Fujitec Can”

Management Policy

In order to create sustainable growth of its corporate value, Fujitec will expand its current share in all of its active markets; thus enhancing its presence in the global market.

Action Visions

- (A) Enhance Fujitec’s ability to supply products and cost competitiveness as a full-line producer in global markets;**
- (B) Accelerate Fujitec’s production reorganization in the Asian region, including Japan, to revamp its global supply chain;**
- (C) Place the highest priority on safety and quality to continue to earn Fujitec’s customers’ trust and meet their expectations; and**
- (D) Upgrade training programs in order to cultivate and improve Fujitec’s global collaboration and human relations.**

3-2. Performance Goal of Mid-term Management Plan

Net Sales of ¥175 billion and Operating Income ¥15 billion are revised projections

FY2015 (Previous Plan)

(100 millions of yen)

	Net Sales	Operating Income (Margin)	
Japan	580	45	7.8%
East Asia	800	60	7.5%
North America	170	5	2.9%
South Asia	160	20	12.5%
Europe	8	0	-
Total	1,718	130	7.6%
Reconciliations	- 118	- 2	-
Consolidated	1,600	128	8.0%

Average Exchange Rate: FY2015 1US\$=¥90

FY2015 (Revised Plan)

(100 millions of yen)

	Net Sales	Operating Income (Margin)	
Japan	650	50	7.7%
East Asia	880	82	9.3%
North America	160	1	0.6%
South Asia	170	20	11.8%
Europe	9	0	-
Total	1,869	153	8.2%
Reconciliations	- 119	- 3	-
Consolidated	1,750	150	8.6%

Average Exchange Rate: FY2015 1US\$=¥98

China: Strengthen production and sales

Production

Huasheng Fujitec

1. Completion of Elevator Research Tower (151 meters)
2. Extension of production space

↓
Strengthening of R&D and production capabilities



Production

Shanghai Sourcing Center



Integration of production of core components and strengthening of cost competitiveness force

Beijing

Shanghai

Sales

1. Expansion of sales distributors
2. Expansion of lineup of products

South West Area

Establishment of a new logistics base

India, Singapore & Hong Kong: Strengthen sales

India

1. Products supply that matches customer needs

⇒ Sales of “ERITO”

2. Expansion of sales channel

⇒ Expansion of sales offices and concentration of exports to South Asian countries

ERITO



Singapore, Hong Kong etc.

■ Strengthen Modernization Business

⇒ Renewal of the products installed in the past and focusing on the Modernization Business

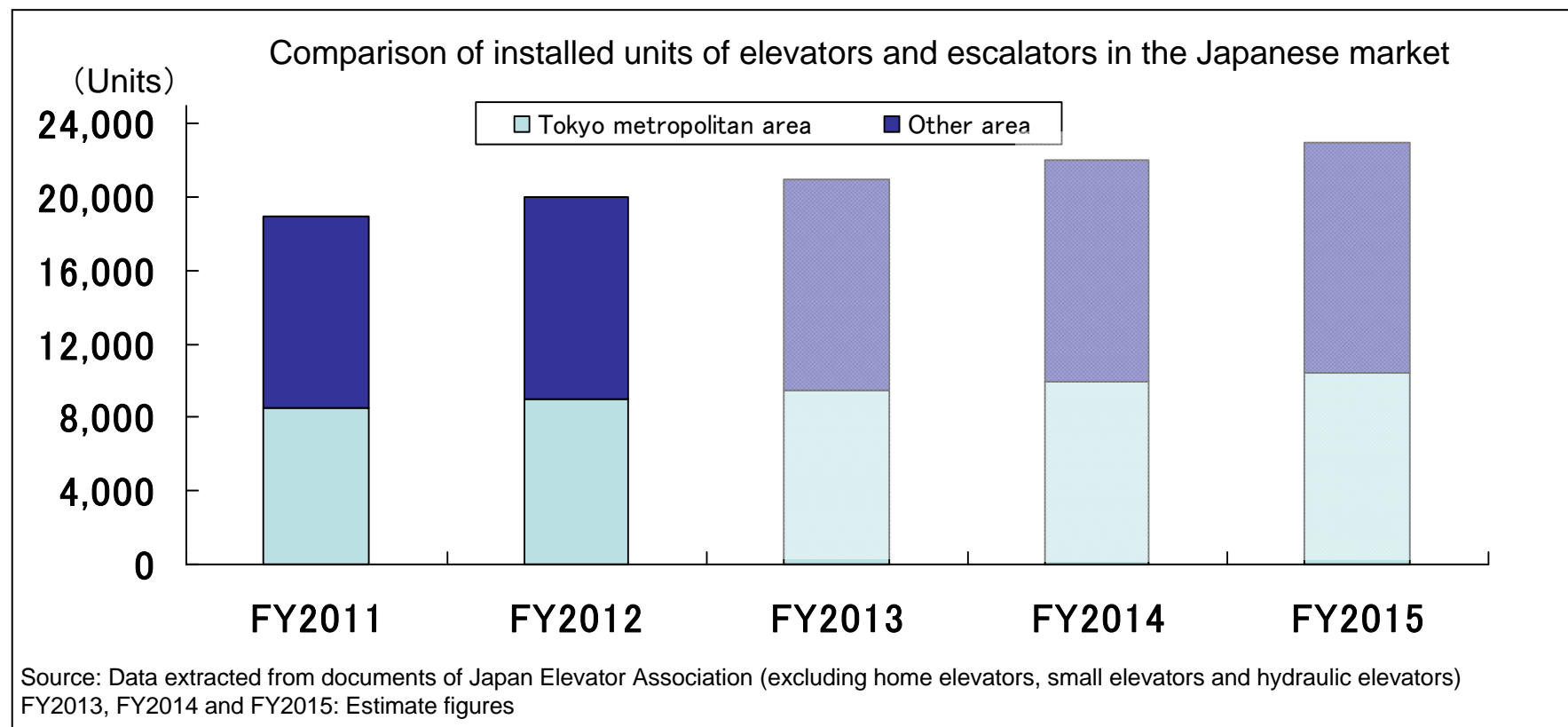
⇒ Expansion of the lineup of modernization products

3-3. Progress of Mid-term Management Plan

Japan: New Orders Received in the Tokyo Metropolitan Area

- Big redevelopment projects in the Tokyo metropolitan area are underway
- Development related to Olympics

- Increases of field manpower in the Tokyo metropolitan area
- Stable supply of high-quality products



Reference Information

Corporate Profile (as of March 31, 2014)



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) 2 full-time corporate auditors and 2 outside auditors
Employees	Consolidated 8,539 (non-consolidated 2,714)
Group companies	32 companies (including 18 consolidated subsidiaries) (North and South America, East and South Asia, China, Europe/Middle East)

This presentation was prepared to provide information on the company's Fiscal Year Ended March 31, 2014 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 May 27, 2014. 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.

May 2014

FUJITEC

**Fiscal Year Ended March 31, 2014 (FY 2013)
Financial Results Presentation**

