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**FUJITEC**



# Financial Results Presentation for the Second Quarter Ended September 30, 2025 (FY2025)

**November 7, 2025**

**FUJITEC CO., LTD.**

**(TSE Prime Section: 6406)**



**ElẽGlance**

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## Second Quarter Ended September 30, 2025 (FY2025)

- ◆ **Orders and operating income renewed all-time highs. Net sales decreased slightly but increased in constant currency**
  - Orders: 140 billion yen (up 9.3% YoY); renewed all-time high orders in Japan, South Asia, and the Americas & Europe
  - Net sales: 115.4 billion yen (down 1.1% YoY); renewed all-time high sales in Japan and South Asia, but decreased in East Asia and the Americas & Europe.
  - Operating income: 11.4 billion yen (up 2.54 billion yen YoY); renewed all-time high operating income in Japan and the Americas & Europe
  - Operating margin: 9.9% (up 2.3 percentage points YoY); renewed all-time high operating margin

## Progress of “*Move On 5*” Mid-Term BUSINESS PLAN 2024-2028

- ◆ **Steadily implemented measures for business growth in each segment**
  - Drawing automation for “Ele Glance”
  - First shipment for the domestic standard elevator, “Ele Glance”
  - Upgrade & new open of Skill Development Centers in Chennai HQ and Ahmedabad
  - Created a Brand Vision and Brand Statement as part of "Brand Enhancement" initiatives

# Consolidated Financial Results for the Q2 Ended September 30, 2025 (FY2025)

# Earnings Highlights for FY2025, Q2

Orders and all profit items, including operating profit, set new record highs for the second quarter.

Net sales saw a slight decrease year-on-year but increased in constant currency.

(Rounded down to nearest million yen)

	FY2024 Q2	FY2025 Q2	Change (%)
Order received	128,054	<b>140,008</b>	9.3
Net sales	116,759	<b>115,417</b>	(1.1)
Operating income	8,861	<b>11,410</b>	28.8
Ordinary income	10,723	<b>12,653</b>	18.0
Profit attributable to owners of the parent	8,199	<b>9,174</b>	11.9
Net income per share	105.08 yen	<b>117.55yen</b>	-

JPY/USD ex. rate

150.85 yen

**149.71 yen**

# Earnings by Segment for FY2025, Q2

Orders reached a record high in Japan, South Asia, and the Americas & Europe, while operating income reached a record high in Japan and the Americas & Europe.

<By Business>

(Rounded down to nearest million yen)

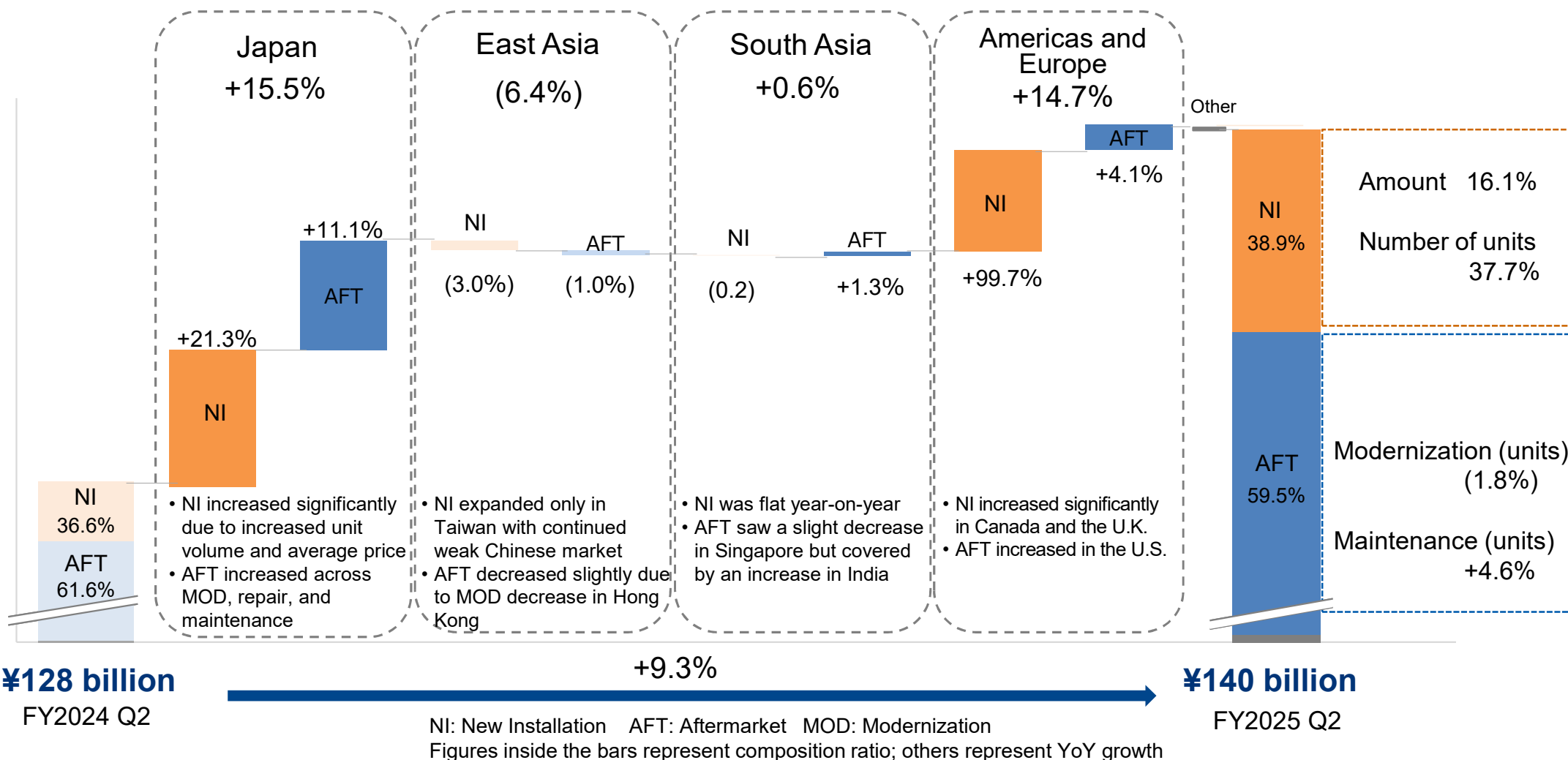
	Order received			Net sales		
	FY2024 Q2	FY2025 Q2	Change (%)	FY2024 Q2	FY2025 Q2	Change (%)
<b>New Installation</b>	46,918	<b>54,473</b>	16.1	46,690	<b>41,204</b>	(11.7)
<b>Aftermarket</b>	78,865	<b>83,315</b>	5.6	68,334	<b>72,281</b>	5.8
<b>Other/Adjustments</b>	2,271	<b>2,220</b>	-	1,734	<b>1,931</b>	-
<b>Total</b>	128,054	<b>140,008</b>	9.3	116,759	<b>115,417</b>	(1.1)

<By Area>

	Order received			Net sales			Operating income		
	FY2024 Q2	FY2025 Q2	Change (%)	FY2024 Q2	FY2025 Q2	Change (%)	FY2024 Q2	FY2025 Q2	Change
<b>Japan</b>	55,198	<b>63,737</b>	15.5	43,640	<b>47,036</b>	7.8	3,664	<b>6,116</b>	2,452
<b>East Asia</b>	33,381	<b>31,255</b>	(6.4)	35,031	<b>31,772</b>	(9.3)	1,242	<b>2,035</b>	792
<b>South Asia</b>	21,997	<b>22,136</b>	0.6	18,172	<b>18,667</b>	2.7	3,341	<b>2,166</b>	(1,174)
<b>Americas &amp; Europe</b>	25,096	<b>28,779</b>	14.7	27,150	<b>25,232</b>	(7.1)	700	<b>983</b>	283
<b>Adjustments</b>	(7,620)	<b>(5,900)</b>	-	(7,234)	<b>(7,291)</b>	-	(86)	<b>108</b>	195
<b>Total</b>	128,054	<b>140,008</b>	9.3	116,759	<b>115,417</b>	(1.1)	8,861	<b>11,410</b>	2,548

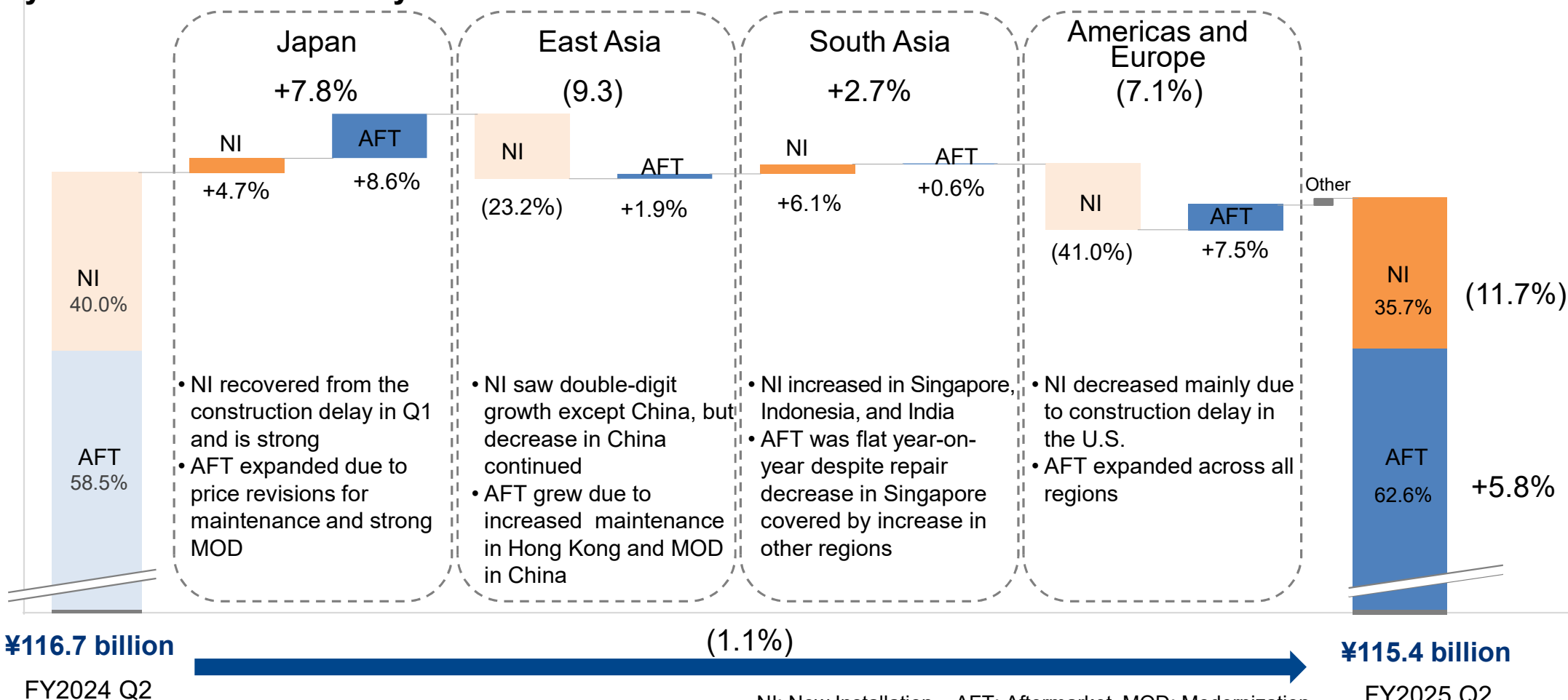
# Breakdown of Orders for FY2025, Q2

Orders increased significantly in Japan and the Americas & Europe, and reached record highs in all regions except East Asia



# Breakdown of Net Sales for FY2025, Q2

Net sales for Q2 reached record highs in Japan and South Asia, but the overall total decreased due to weaker performance in East Asia and the Americas & Europe. However, total sales increased year-on-year in constant currency

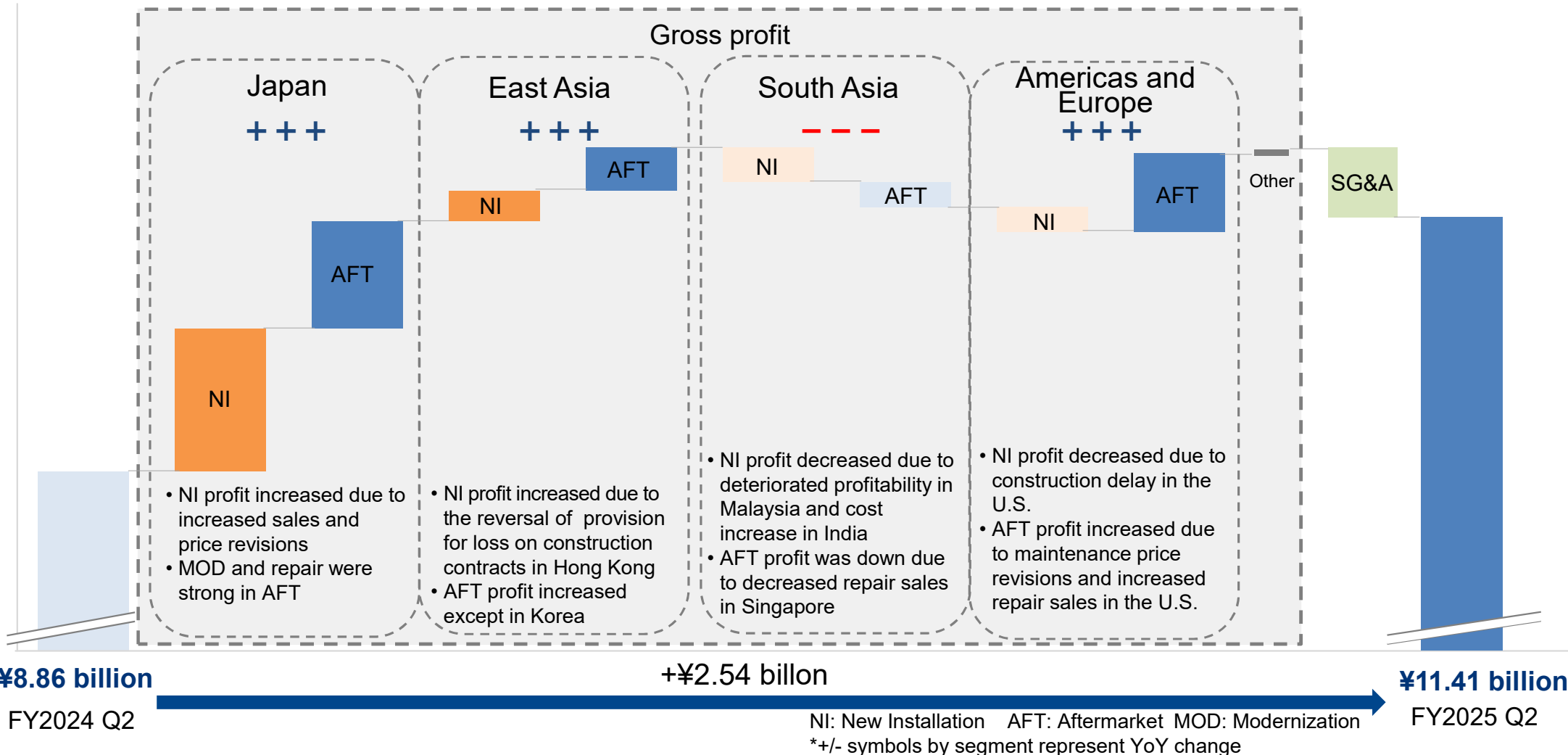


- NI recovered from the construction delay in Q1 and is strong
- AFT expanded due to price revisions for maintenance and strong MOD
- NI saw double-digit growth except China, but decrease in China continued
- AFT grew due to increased maintenance in Hong Kong and MOD in China
- NI increased in Singapore, Indonesia, and India
- AFT was flat year-on-year despite repair decrease in Singapore covered by increase in other regions
- NI decreased mainly due to construction delay in the U.S.
- AFT expanded across all regions

NI: New Installation AFT: Aftermarket MOD: Modernization  
Figures inside the bars represent composition ratio; others represent YoY growth

# Breakdown of Operating Income for FY2025, Q2

Operating income for Q2 set record high for three consecutive years, reflecting significant growth in all areas except South Asia





# Highlights: Progress of “*Move On 5*”

Mid-Term BUSINESS PLAN 2024-2028

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## Steadily implementing various measures to achieve the goals of “Move On 5”

### Drawing automation for “Ele Glance”

- Introduced our proprietary Drawing Automation System into the design process for the standard elevator “Ele-Grance,” which launched in April 2025
- Achieved quicker response to customers and more stable design quality



### Fujitec India upgraded and established training centers

- Fujitec India renovated the Fujitec Skill Development Centre at its Chennai Headquarters and established the new Ahmedabad Skill Development Centre for the Northwest region
- Equipped with the latest learning tools and practical training fixtures, the centers can train up to 100 people at the Headquarters and 30 people in Ahmedabad at one time, which will contribute to the future business expansion in India

### First shipment of “Ele Glance”

- The initial shipment of the standard elevator, “Ele Glance” was on September 18th, with a ceremony held at the Big Wing production base



Logo image for the facility



Hands-on training machine



Safety tools

# Highlights: Brand Vision and Brand Statement

Created a brand vision and brand statement as a part of initiative for “Brand Enhancement”, which is one of the “Each HQ Theme” strategy under “Building a Robust Business Foundation” in “Move On 5.”

## <Brand statement>

Fujitec’s global mission statement states that “we collaborate with people from nations around the world to develop beautiful and functional cities that meet the needs of a new age.” Our newly developed brand statement illustrates what these “beautiful and functional cities” represent, reflecting the qualities at the heart of our DNA: the ability to get close to people to understand their needs and desires, and then realize them

Every day across the world,  
millions of people have their lives diminished by obstacles  
like stairs, steps and uneven surfaces.  
For them, the joys of city life are out of reach.  
That’s why FUJITEC makes elevators and escalators,  
that enable people to move freely and overcome obstacles  
regardless of age, physical ability or economic status.  
The safety and reliability of our products allow people  
to go anywhere at any time, enjoy new experiences and  
connect to new opportunities.  
We get close to people to understand their needs and desires  
and then realize them.  
That’s how we develop beautiful and functional cities  
where everyone can fulfill their dreams.  
This lies at the heart of our DNA.  
We collaborate with people from nations around the world  
because we believe that our elevators and escalators  
are there to improve the lives of everyone, everywhere.

## <Brand vision>

Shows a clear message that distills the sense of purpose articulated in our brand statement into a short phrase.  
We are committed to demonstrating, both internally and externally, our promise to create a more obstacle-free, accessible, and inclusive world.

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## Fujitec’s mascot: Tecky

Tecky is a symbol for Fujitec’s aim to provide “safe and reliable” products and services. It is a character born from the initial letter “A” of ANZEN and ANSHIN, meaning “Safety and Reliability” in Japanese

# Major Orders

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## New Installation

**Kitanaka-dori, North District B-1 Area Redevelopment  
(Kanagawa, Japan)**  
18 elevators 2 escalators Total: 20

## Modernization

**Kyocera Dome Osaka Internal EV1・2 Renewal Construction  
(Osaka, Japan)**  
2 elevators  
※Control modernization for other company's elevators

## New Installation

**Signature Global (India)**  
698 elevators

## New Installation

**Godreji Horizon (India)**  
39 elevators

## New Installation

**60 Gracechurch Street Project (UK)**  
22 elevators 4 escalators Total: 26  
※Includes Double Deck elevators

## New Installation

**Banmu Ye Cun (Taiwan)**  
152 elevators



**Kitanaka-dori, North District  
B-1 Area Redevelopment  
(Kanagawa, Japan) )**



**60 Gracechurch  
Street Project  
(UK)**



**Signature Global  
(India)**



**Godreji Horizon  
(India)**

## Reference Information



# Consolidated Balance Sheets as of September 30, 2025

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(Rounded down to nearest million yen)

	March 31, 2025	September 30, 2025	Change	Comments
<b>Current assets</b>	<b>195,424</b>	<b>186,089</b>	<b>(9,334)</b>	
Cash and deposits	82,942	77,283	(5,659)	Decrease in East Asia and South Asia
Notes and accounts receivable-trade, and contract assets	90,343	80,667	(9,676)	Decrease in East Asia and the Americas & Europe
Securities	-	6,000	6,000	Negotiable certificates of deposit
Inventory	21,451	21,252	(198)	
Other	6,519	6,744	225	
Allowance for doubtful losses	(5,833)	(5,858)	(25)	
<b>Fixed assets</b>	<b>66,833</b>	<b>65,941</b>	<b>(892)</b>	
Property, plant and equipment	44,325	43,114	(1,210)	Capital investment: +1,991 Depreciation: (2,214) Foreign exchange, etc.: (987)
Intangible fixed assets	5,803	5,309	(494)	
Investments and other assets	16,705	17,517	812	
<b>Total assets</b>	<b>262,257</b>	<b>252,031</b>	<b>(10,226)</b>	
<b>Current liabilities</b>	<b>87,238</b>	<b>81,409</b>	<b>(5,829)</b>	Notes and accounts payable-trade: (2,857) Provision for loss on construction contracts: (2,425)
<b>Non-current liabilities</b>	<b>4,383</b>	<b>4,585</b>	<b>201</b>	
<b>Net assets</b>	<b>170,635</b>	<b>166,036</b>	<b>(4,598)</b>	Retained earnings: +2,150, Foreign currency translation adjustments: (6,002)
<b>Shareholders' equity ratio</b>	<b>59.3%</b>	<b>60.6%</b>	<b>1.3pt</b>	
<b>BPS</b>	<b>1,994.06 yen</b>	<b>1,957.42 yen</b>	<b>(36.64 yen)</b>	

# Major Completed Projects

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## New Installation



**Mitsui Shopping Park LaLaport ANJO (Aichi, Japan)**  
19 elevators 22 escalators Total: 41

## New Installation



**Labrador Tower (Singapore)**  
24 elevators 2 escalators Total: 26  
※Installed the destination floor registration system, "EZ-SHUTTLE"

## New Installation



**Hefeng Nandujang Scenic Area (China)**  
4 elevators 10 escalators Total: 14  
※Includes two 24-meter escalators

## New Installation

**La Vista Atami Terrace (Shizuoka, Japan)**  
14 elevators

## New Installation

**Farglory Construction (9 Jobs) (Taiwan)**  
79 elevators

## Modernization

**Four Seasons Hotel (U.S.)**  
15 elevators

# Company Profile

Company name	Fujitec Co., Ltd.
Established	February 1948 (Listed in First Section of the TSE in February 1974, switched to TSE Prime Market in April 2022)
Head office	Big Wing 591-1 Miyata-cho, Hikone City, Shiga Prefecture
Business	R&D, manufacture, sale, installation, and maintenance for elevators and escalators
Capital	12.533 billion yen (78,900,000 issued shares)
Officers	President and CEO Masayoshi Harada Directors: 9 (of which 6 are Outside Directors) Audit & Supervisory Board Members: 4 (of which 2 are Outside Audit & Supervisory Board Members)
Employees	Consolidated: 12,066 (non-consolidated: 3,454)
Affiliated companies	39 (of which 24 are consolidated subsidiaries) (Japan, Americas, East Asia, South Asia, Europe, Middle East)

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millions of people have their lives diminished by obstacles  
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and then realize them.  
That's how we develop beautiful and functional cities  
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# Cautionary Note on Forward-looking Statements, etc.

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This document contains forward-looking statements regarding Fujitec business and industry trends based on current plans, inferences, expectations, and predictions by Fujitec. These forward-looking statements are subject to various risks and uncertainties.

Known risks, unknown risks, uncertainties, and other factors may lead to results that differ from the forward-looking statements contained herein. Fujitec cannot guarantee the accuracy of forward-looking statements and predictions, and actual results may differ significantly from the future prospects presented herein.

All forward-looking statements in this document are made as of November 7, 2025, based on information available to Fujitec at that time. Fujitec will not update or revise any of the forward-looking statements in this document or reflect future events or circumstances in them.

**November 7, 2025**

**FUJITEC CO., LTD.**

Financial Results Presentation

for the Second Quarter Ended September 30, 2025 (FY2025)