



Financial Results Presentation for the First Quarter Ended June 30, 2025 (FY2025)

August 8, 2025

FUJITEC CO., LTD.
(TSE Prime Section: 6406)



ElẽGlance エレ・グランズ

Note: This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail. The Company assumes no responsibility for this translation or for direct, indirect or any other forms of damages arising from the translation.

First Quarter Ended June 30, 2025 (FY2025)

◆ First quarter consolidated orders, net sales, and operating income, each reached new all-time highs

- Orders: 72.9 billion yen (up 18.5% YoY); renewed all-time high orders in Japan and South Asia
- Net sales: 56.7 billion yen (up 1.0% YoY); renewed all-time high sales in Japan, South Asia, and the Americas & Europe
- Operating income: 4.3 billion yen (up 0.3 billion yen YoY); renewed all-time high operating income in Japan and the Americas & Europe
- Operating margin: 7.7% (up 0.6% percentage points YoY)

Progress of “*Move On 5*”

Mid-Term BUSINESS PLAN 2024-2028

◆ Steadily implemented each initiative, resulting in the increase in orders received and improvement in operating margin

- Refurbished Creative Studio in line with the launch of a new standard model, “Ele Glance,” in Japan
- Fujitec UK Exhibited at LIFTEX 2025, aiming to expand business in the U.K.
- Held Global Field Technical Training to upgrade and bring efficiency in field operations
- Received certificates of appreciation and awards in Japan, Hong Kong and in other countries

Consolidated Financial Results for the Q1 Ended June 30, 2025 (FY2025)

Earnings Highlights for FY2025 Q1



Orders, net sales, and operating income, each reached new all-time highs for the first quarter

(Rounded down to nearest million yen)

	FY2024 Q1	FY2025 Q1	Change (%)
Order received	61,553	72,925	18.5
Net sales	56,185	56,732	1.0
Operating income	3,971	4,344	9.4
Ordinary income	5,380	4,921	(8.5)
Profit attributable to owners of the parent	3,897	3,862	(0.9)
Net income per share	49.95 yen	49.49 yen	-

JPY/USD ex. rate

146.68 yen

154.09 yen

Earnings by Segment for FY2025, Q1



Orders for New Installation Business and Aftermarket Business both recorded strong growth; net sales renewed its all-time high for five consecutive years*

<By Business>

(Rounded down to nearest million yen)

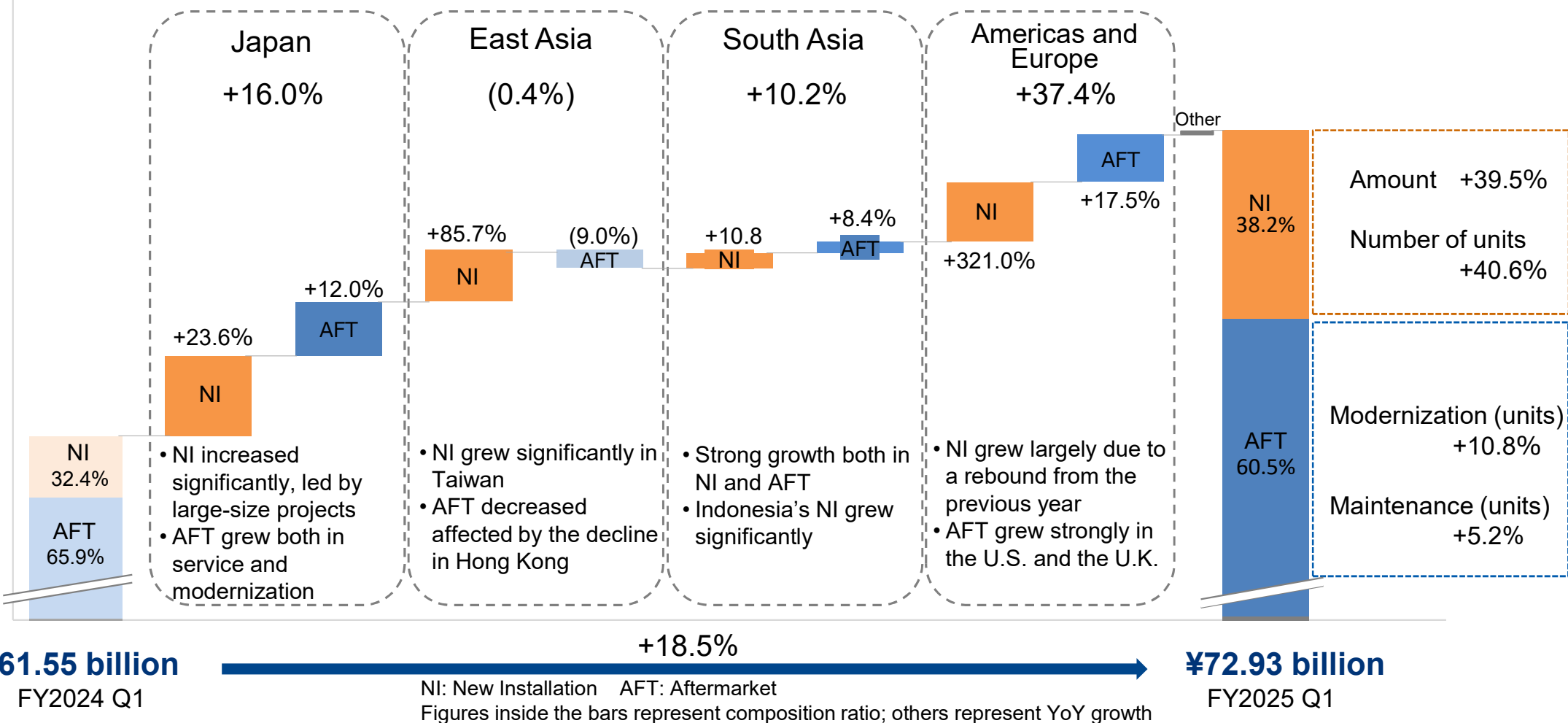
	Order received			Net sales		
	FY2024 Q1	FY2025 Q1	Change (%)	FY2024 Q1	FY2025 Q1	Change (%)
New Installation	19,973	27,861	39.5	22,088	19,202	(13.1)
Aftermarket	40,534	44,126	8.9	33,302	36,530	9.7
Other/Adjustments	1,046	938	-	796	1,001	-
Total	61,553	72,925	18.5	56,185	56,732	1.0

<By Area>

	Order received			Net sales			Operating income		
	FY2024 Q1	FY2025 Q1	Change (%)	FY2024 Q1	FY2025 Q1	Change (%)	FY2024 Q1	FY2025 Q1	Change
Japan	30,807	35,729	16.0	21,851	22,190	1.6	1,659	1,822	163
East Asia	13,785	13,733	(0.4)	16,067	15,230	(5.2)	370	364	(5)
South Asia	10,716	11,807	10.2	8,615	9,383	8.9	1,689	1,518	(170)
Americas & Europe	10,156	13,955	37.4	12,915	13,045	1.0	297	486	189
Adjustments	(3,913)	(2,301)	-	(3,264)	(3,117)	-	(45)	151	-
Total	61,553	72,925	18.5	56,185	56,732	1.0	3,971	4,344	373

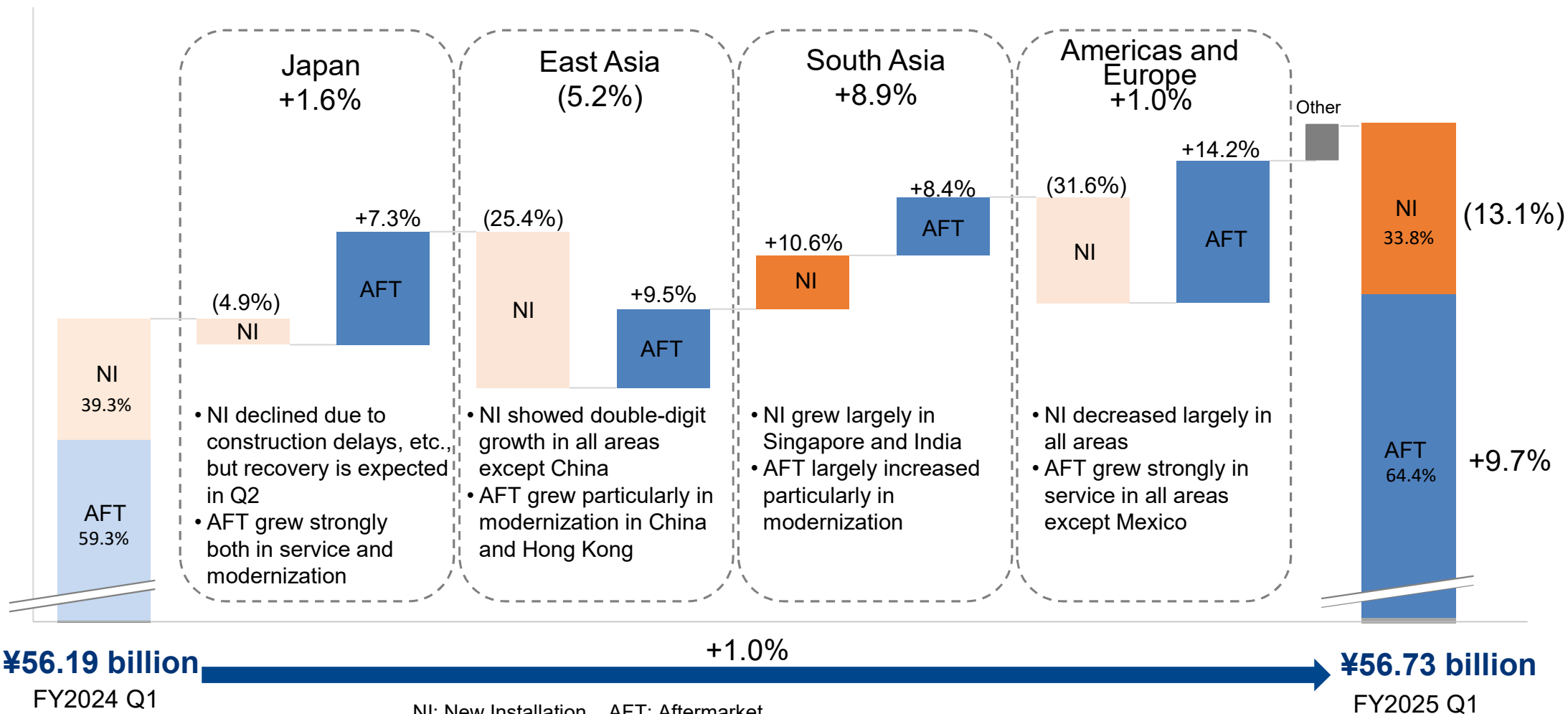
Breakdown of Orders for FY2025, Q1

Orders increased significantly in areas and businesses except East Asia which saw a decline in the Aftermarket Business. Overall, orders set a new all-time high



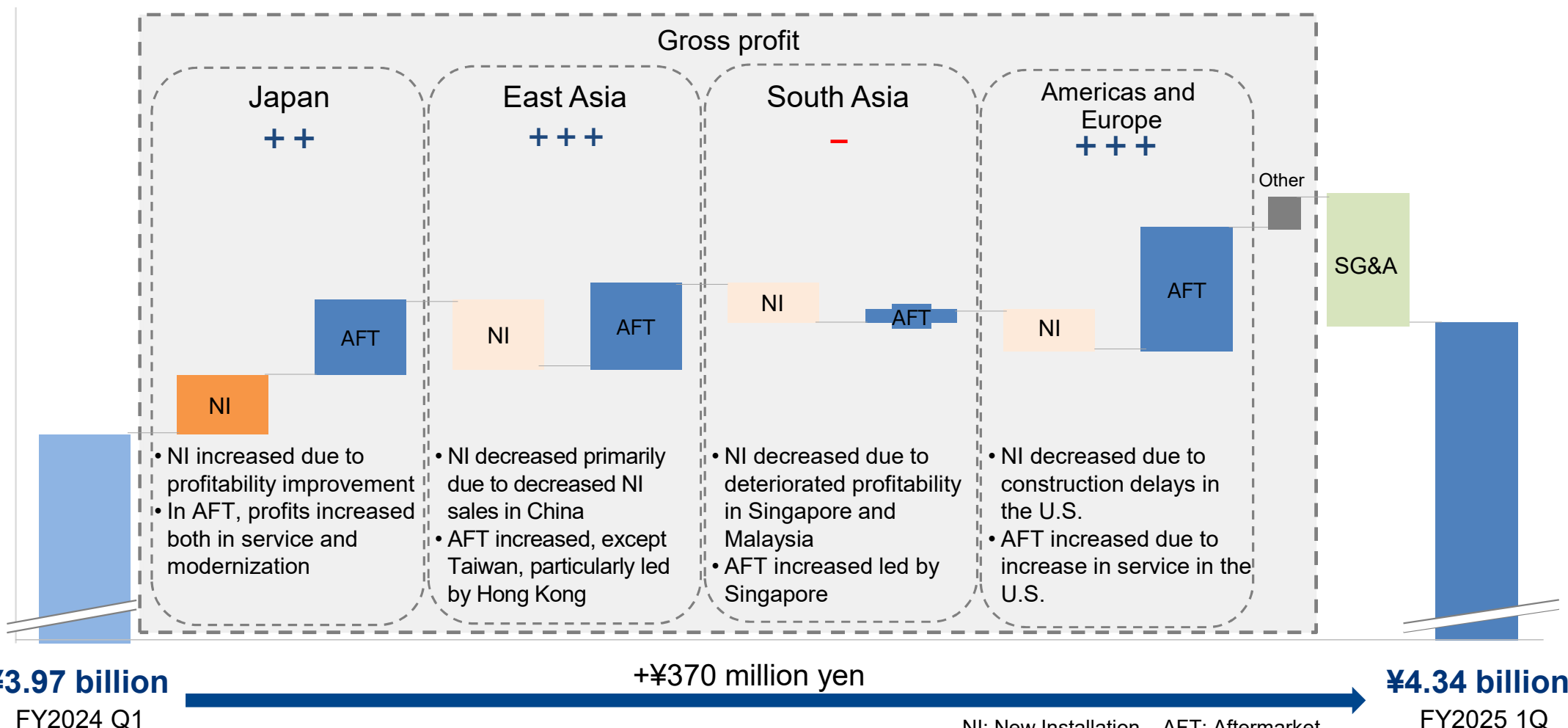
Breakdown of Net Sales for FY2025, Q1

First-quarter net sales renewed its all-time high five years in a row. Aftermarket Business was strong in all areas



Breakdown of Operating Income for FY2025, Q1

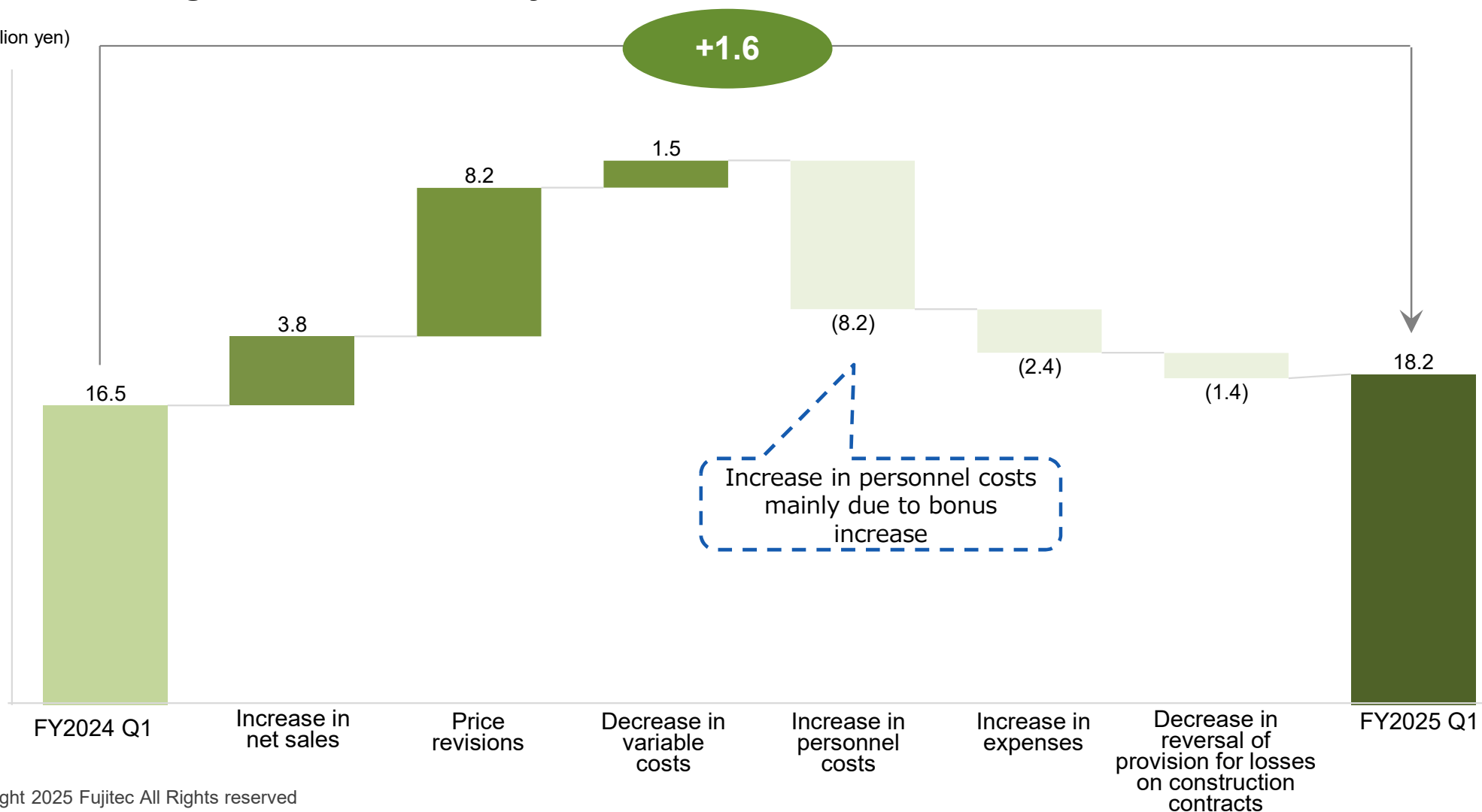
First-quarter operating income renewed its all-time high two years in a row, led by increased income in Japan and the Americas & Europe



Operating Income Change Factors in FY2025 Q1: Japan

Increase in net sales backed by strong orders and effect from price revisions resulted in all-time highs for the second year in a row

(In 100 million yen)



Highlights: actions for “*Move on 5*” and other initiatives

Mid-Term BUSINESS PLAN 2024-2028

FUJITEC

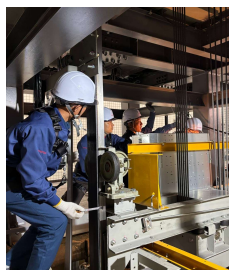
Refurbished Creative Studio at the Tokyo Head Office

- Refurbished Creative Studio, a hands-on facility offering immersive product and service experiences at the Tokyo Head Office
- Showcases full-scale models of new product, “Ele Glance,” to highlight features and design, aiming to drive sales of the new product



Held Global Field Technical Training

- Held a 6-day advanced Global Field Technical Training focused on installation procedures.
- Staff from China, Singapore, and Indonesia gathered in Japan and completed advanced training aimed at developing field operation leaders



Fujitec UK exhibited at LIFTEX 2025

- Fujitec UK exhibited at LIFTEX 2025, Europe’s largest exhibition for the lift, escalator & access industry, held in London.
- Successfully raised awareness through direct engagement with 1,000+ participants.



Received various awards in and out of Japan

<Fujitec (Japan)>

- Awarded a Certificate of Appreciation by Obayashi Corporation for the new installation project at TAKANAWA GATEWAY CITY.
- Received a Letter of Appreciation from JR EAST MECHATRONICS CO., LTD., owner of the modernization project for JR Kumagaya station.

<Fujitec Hong Kong>

- Maintenance staff received Bronze Award in two divisions: “Outstanding Lift Mechanic in Occupational Safety and Health” and “Outstanding Escalator Mechanic in Occupational Safety and Health” in the 25th Construction Safety Award.

<Fujitec UK>

- Received the Supplier Safety Award 2025 from J Sainsbury plc, the second largest supermarket chain in UK.

Published “Fujitec Human Rights Policy”

- Published Fujitec Human Rights Policy on May 29, as one of measures to “respect basic human rights” as a core theme of “encourage diverse human resources,” one of Fujitec’s materiality issues.

Major Orders

New Installation

OIMACHI TRACKS (Tokyo, Japan)
46 elevators 32 escalators Total: 78



OIMACHI TRACKS

*The image shown is for illustrative purposes only and is subject to change.

Provided by: East Japan Railway Company

New Installation

**Yaesu 1-chome North District Urban
Redevelopment Project (Tokyo, Japan)**
18 elevators

New Installation

(Tentative name) Shinsaibashi Project (Osaka, Japan)
8 elevators, 14 escalators Total: 22

New Installation

Raunak Bliss Building B (India)
30 elevators



Raunak Bliss Building B

New Installation

Ramky Genext Square (India)
40 elevators

New Installation

TRI HOSPITAL (Korea)
15 elevators, 2 escalators Total: 17



**(Tentative name)
Shinsaibashi Project**

Reference Information

Consolidated Balance Sheets as of June 30, 2025

FUJITEC

(Rounded down to nearest million yen)

	March 31, 2025	June 30, 2025	Change	Comments
Current assets	195,424	183,729	(11,695)	
Cash and deposits	82,942	76,177	(6,765)	Decrease in East Asia
Notes and accounts receivable-trade, and contract assets	90,343	82,155	(8,188)	Decrease in Japan and East Asia
Securities	-	5,000	5,000	Negotiable certificates of deposit
Inventory	21,451	20,070	(1,381)	
Other	6,519	6,293	(225)	
Allowance for doubtful losses	(5,833)	(5,966)	(133)	
Fixed assets	66,833	66,870	36	
Property, plant and equipment	44,325	43,718	(607)	Capital investment: +1,284, depreciation: (1,138), foreign exchange, etc.: (753)
Intangible fixed assets	5,803	5,483	(320)	
Investments and other assets	16,705	17,669	964	
Total assets	262,257	250,600	(11,657)	
Current liabilities	87,238	83,948	(3,290)	Provision for bonuses: +2,113, notes and accounts payable-trade: (3,027), provision for loss on construction contracts: (1,019)
Non-current liabilities	4,383	4,385	2	
Net assets	170,635	162,265	(8,370)	Profit attributable to owners of parent: +3,862, dividend payments: (7,024), foreign currency translation adjustments: (4,588)
Shareholders' equity ratio	59.3%	59.1%	(0.2pt)	
BPS	1,994.06 yen	1,898.03 yen	(96.03 yen)	

Major Completed Projects

FUJITEC

New Installation



Kansai International Airport Terminal 1 Building (Osaka, Japan)
6 elevators, 7 escalators Total: 13

New Installation



Gereja Kemah Tabernakel PIK2 (Indonesia)
10 elevators, 24 escalators Total: 34

New Installation



Kalpataru Vienta (India)
24 elevators

New Installation



Atmosphere Phase-II (India)
33 elevators, 2 escalators Total: 35

New Installation



BOBATH HOSPITAL (Korea)
9 elevators, 2 escalators Total: 11

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: 11,946 (non-consolidated: 3,456)
Affiliated companies	39 (of which 24 are consolidated subsidiaries) (Japan, Americas, East Asia, South Asia, Europe, Middle East)

Cautionary Note on Forward-looking Statements, etc.

FUJITEC

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.

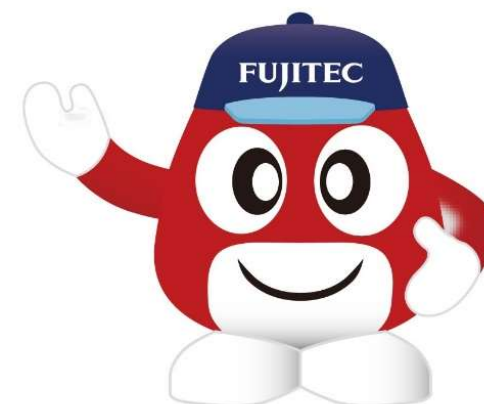
Known risks, unknown risks, uncertainties, and other factors may lead to results that differ from the forward-looking statements contained herein. Fujitec cannot guarantee the accuracy of forward-looking statements and predictions, and actual results may differ significantly from the future prospects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

All forward-looking statements in this document are made as of August 8, 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.

August 8, 2025

FUJITEC CO., LTD.

Financial Results Presentation
for the First Quarter Ended June 30, 2025 (FY2025)



TECKY