

Moving freely. Elevating lives

FUJITEC



Financial Results Presentation for the Third Quarter Ended December 31, 2025 (FY2025)

February 6, 2026

FUJITEC CO., LTD.

(TSE Prime Section: 6406)



ElẽGlance

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Third Quarter Ended December 31, 2025 (FY2025)

- ◆ **Orders and operating income continued to renew record highs. Sales also renewed record high in constant currency**
 - Orders: 203.5 billion yen (up 4.9% YoY); renewed record-high orders in Japan, South Asia, and the Americas & Europe
 - Net sales: 177.4 billion yen (down 0.4% YoY); renewed record-high sales in Japan. Sales in South Asia increased in constant currency
 - Operating income: 18.7 billion yen (up 4.92 billion yen YoY); renewed record-high operating income in Japan and the Americas & Europe
 - Operating margin: 10.6% (up 2.8 percentage points YoY); renewed record-high operating margin
- ◆ **Highlights: Domestic and Global Initiatives**
 - Double receipt of "GOOD DESIGN AWARD 2025" for new standard-type elevator, "Ele Glance," and new uniform
 - Obtained a Score B at CDP Climate Change 2025
 - 100% pass rate for the FY2025 "Elevator and Escalator Inspector" examination
 - Introduced on-site PPA solar power system on the grounds of the Head Office
 - Published "Integrated Report 2025"



Consolidated Financial Results for the Q3 Ended December 31, 2025 (FY2025)

Earnings Highlights for FY2025, Q3

Orders and operating income continued to renew record highs. Sales also renewed record high in constant currency

(Rounded down to nearest million yen)

	FY2024 Q3	FY2025 Q3	Change (%)
Order received	194,064	203,537	4.9
Net sales	178,102	177,410	(0.4)
Operating income	13,816	18,743	35.7
Ordinary income	16,681	20,956	25.6
Profit attributable to owners of the parent	11,149	13,874	24.4
Net income per share	142.88yen	177.77yen	-

JPY/USD ex. rate

151.49 yen

148.82 yen

Earnings by Segment for FY2025, Q3

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Orders, net sales, and operating income in Japan, orders in South Asia, and orders and operating income in the Americas & Europe renewed record highs

<By Business>

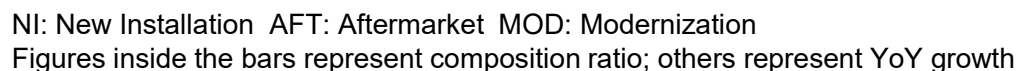
(Rounded down to nearest million yen)

	Order received			Net sales		
	FY2024 Q3	FY2025 Q3	Change (%)	FY2024 Q3	FY2025 Q3	Change (%)
New Installation	73,513	77,872	5.9	70,303	63,262	(10.0)
Aftermarket	117,273	122,142	4.2	104,925	110,984	5.8
Other/Adjustments	3,279	3,524	-	2,874	3,164	-
Total	194,064	203,537	4.9	178,102	177,410	(0.4)

<By Area>

	Order received			Net sales			Operating income		
	FY2024 Q3	FY2025 Q3	Change (%)	FY2024 Q3	FY2025 Q3	Change (%)	FY2024 Q3	FY2025 Q3	Change
Japan	83,162	90,846	9.2	66,917	73,588	10.0	5,750	10,295	4,545
East Asia	53,539	48,373	(9.6)	52,986	48,741	(8.0)	1,851	3,270	1,419
South Asia	32,103	32,212	0.3	28,629	28,474	(0.5)	4,948	3,511	(1,437)
Americas & Europe	37,009	41,400	11.9	40,562	37,789	(6.8)	1,346	1,592	245
Adjustments	(11,750)	(9,295)	-	(10,993)	(11,183)	-	(80)	73	154
Total	194,064	203,537	4.9	178,102	177,410	(0.4)	13,816	18,743	4,927

Orders in Japan, South Asia, and the Americas & Europe renewed record highs

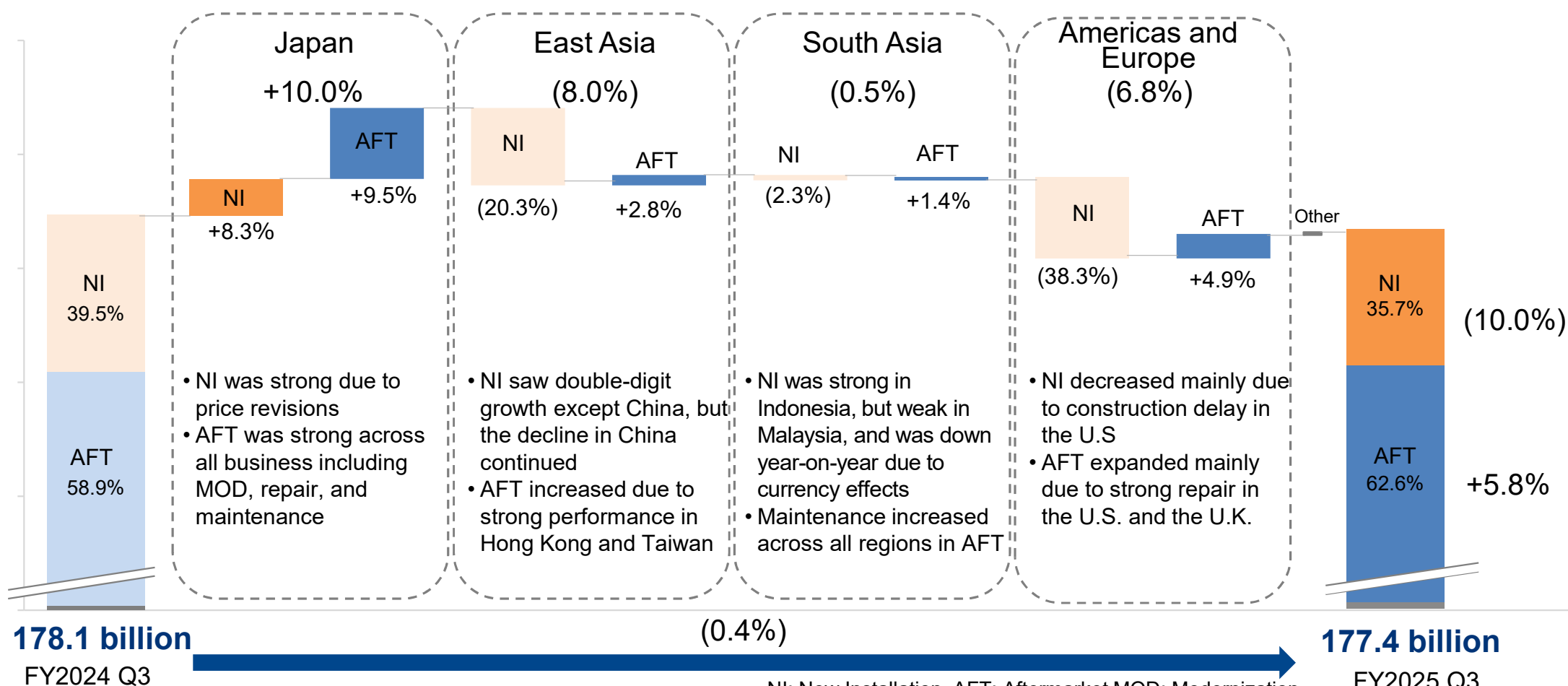


Breakdown of Net Sales for FY2025, Q3

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Net sales in Japan continued to grow, reaching a new record high, but sales in other regions decreased. Net sales in South Asia is increased in constant currency



- NI was strong due to price revisions
- AFT was strong across all business including MOD, repair, and maintenance

- NI saw double-digit growth except China, but the decline in China continued
- AFT increased due to strong performance in Hong Kong and Taiwan

- NI was strong in Indonesia, but weak in Malaysia, and was down year-on-year due to currency effects
- Maintenance increased across all regions in AFT

- NI decreased mainly due to construction delay in the U.S
- AFT expanded mainly due to strong repair in the U.S. and the U.K.

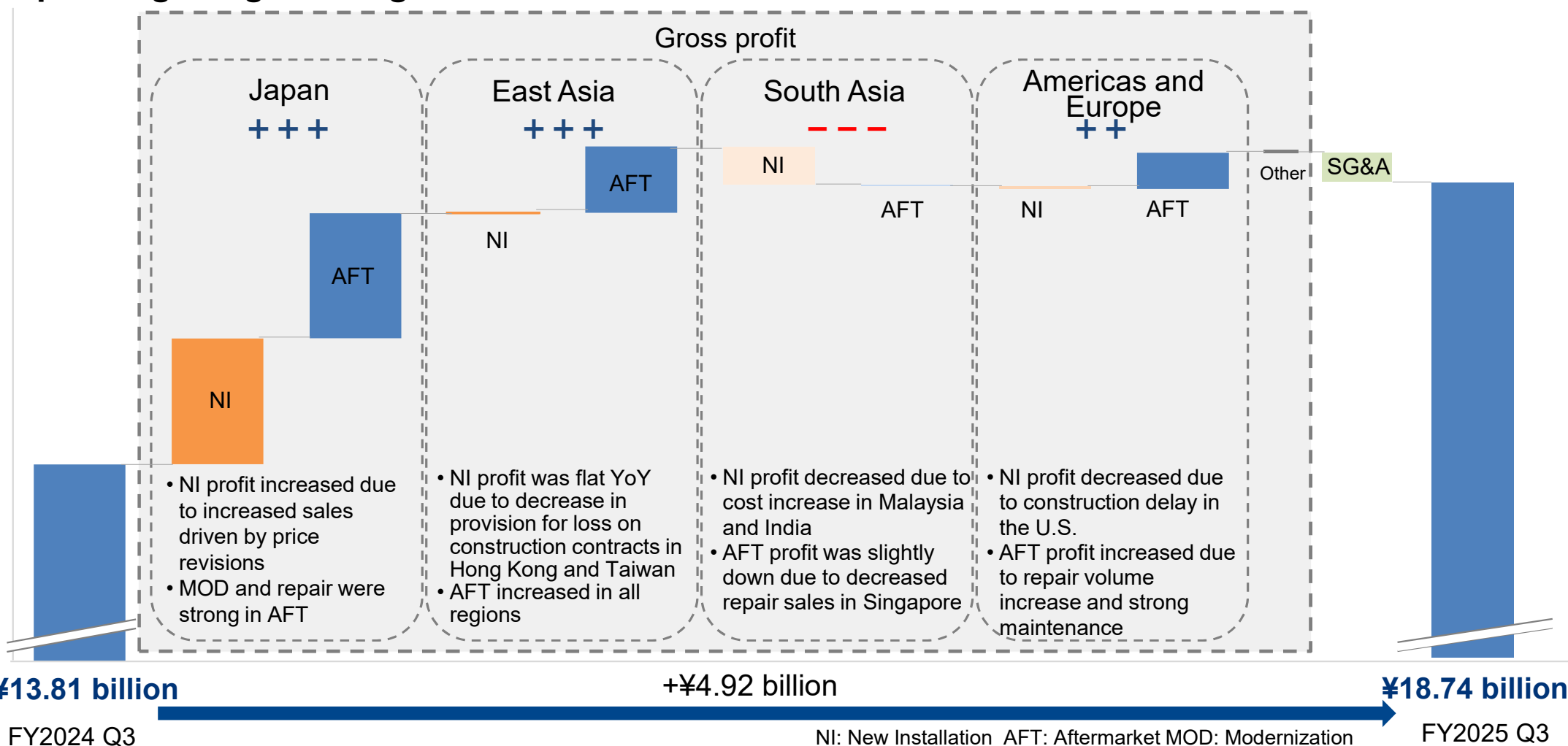
NI: New Installation AFT: Aftermarket MOD: Modernization
Figures inside the bars represent composition ratio; others represent YoY growth

Breakdown of Operating Income for FY2025, Q3

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Operating income renewed record highs in Japan and the Americas & Europe, with the operating margin hitting a record 10.6%



Highlights: Domestic and Global Initiatives (1)

Driving initiatives for further growth

Double Receipt of "GOOD DESIGN AWARD 2025" for New Standard-Type Elevator, "Ele Glance," and New Uniform

- Our new standard-type elevator, "Ele Glance," and new uniform introduced in October 2024, have been awarded "GOOD DESIGN AWARD 2025"
- "Ele Glance" contributes to modern urban functions through design, disaster prevention, and efficiency, while also profitability improvement is expected as a key initiative under "Move On 5"
- The new uniforms were introduced to embrace the diversifying values of our employees and boost motivation. This initiative further advances our materialities of "Encourage diverse human resources" and "Pursuing safety and reliability"



100% Pass Rate for the FY2025 Elevator and Escalator Inspector Examination

- In the FY2025 national examination for "Elevator and Escalator Inspectors," all 50 candidates from our company passed, achieving a 100% pass rate.
- This pass rate significantly exceeds the national average of 83.5%, maintaining our position at the top of the industry for three consecutive years.
- We will continue to provide high expertise and "safety and reliability" through our robust educational system that supports maintenance quality.

Obtained a Score B at CDP Climate Change 2025

- Obtained a score B in the climate change category from CDP (Carbon Disclosure Project), an international non-profit organization
- Score B indicates that Fujitec is at the "Management level," which is the 3rd from the top out of 8 levels, meaning we are recognized for being aware of and acting on its environmental risks and impacts concerning climate change



Fujitec
Sustainability
website URL

Highlights: Domestic and Global Initiatives (2)

Introduced On-site PPA Solar Power System on the Grounds of the Head Office

- Introduced a solar power generation system on the roof of the warehouse building located on the grounds of its Big Wing Head Office, as part of the ongoing efforts to reduce environmental impact
- The system is expected to generate around 700,000 kWh annually, supplying approximately 14% of Big Wing's annual electricity demand
- This initiative contributes to our "Move on 5" target to "Reduce greenhouse gas by 46% from 2019 scope 1 and 2 to 2030."



Approximately 1,000 solar panels installed on the roof of the warehouse building

Published "Integrated Report 2025"

- Published integrated report for all stakeholders
- Enhanced the pages dedicated to the escalator and elevator market and business models, the part which explains our business and market trends
- The report compiles our progress in FY2024, the first year of "Move On 5," along with a message from the President and CEO, and interviews with directors



Integrated Report
2025
English ver. URL

Major Orders

New Installation

Shibuya Upper West Project (Tokyo, Japan)
23 elevators 18 escalators Total: 41

New Installation

**Nishiazabu 3-chome Northeast District
Type 1 Urban Redevelopment Project
(Tokyo, Japan)**
10 elevators 2 escalators Total: 12

New Installation

**Osaka Monorail Konoikeshinden Station
Building Construction (Osaka, Japan)**
2 elevators 3 escalators 3 Total: 5

New Installation

Aeon Mall Ha Long (Vietnam)
10 elevators 27 escalators
1 autowalk Total: 38



Shibuya Upper West Project (Tokyo, Japan)

Image by Mir, Copyright Snøhetta
and NIKKEN SEKKEI LTD ,
Provided by Shibuya West
Development SPC



Nishiazabu 3-chome Northeast District Type 1 Urban Redevelopment Project (Tokyo, Japan)



Aeon Mall Ha Long (Vietnam)

Reference Information

Consolidated Balance Sheets as of December 31, 2025

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(Rounded down to nearest million yen)

	March 31, 2025	December 31, 2025	Change	Comments
Current assets	195,424	200,051	4,627	
Cash and deposits	82,942	85,296	2,353	Increase in the Americas & Europe
Notes and accounts receivable-trade, and contract assets	90,343	85,860	(4,483)	Decrease in East Asia and the Americas & Europe
Securities	-	8,000	8,000	Negotiable certificates of deposit
Inventory	21,451	20,229	(1,221)	
Other	6,519	6,880	361	
Allowance for doubtful losses	(5,833)	(6,215)	(382)	
Fixed assets	66,833	67,331	497	
Property, plant and equipment	44,325	42,981	(1,344)	Capital investment: +2,848, Depreciation: (3,378), Foreign exchange, etc.: (814)
Intangible fixed assets	5,803	5,282	(520)	
Investments and other assets	16,705	19,067	2,362	
Total assets	262,257	267,383	5,125	
Current liabilities	87,238	87,805	566	Provision for loss on construction contracts: (3,050), Advances received: +5,022
Non-current liabilities	4,383	5,949	1,566	
Net assets	170,635	173,627	2,992	Retained earnings: +6,850, Foreign currency translation adjustments: (4,133)
Shareholders' equity ratio	59.3%	59.9%	0.6pt	
BPS	1,994.06yen	2,050.50yen	56.44円	

Major Completed Projects

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New Installation



JW Marriott Hotel Tokyo (Tokyo, Japan)
6 elevators 2 escalators Total: 8

New Installation



LANDMARK Tijuana TORRE II (Mexico)
7 elevators

※Delivered high-speed elevator with 150m/m speed

New Installation



IT tower TOKYO (Tokyo, Japan)
13 elevators 15 escalators
Total: 28

New Installation



TAICHUNG ONE (Taiwan)
8 elevators

New Installation



Redevelopment of Grantham Hospital Phase 1 (Hong Kong)
40 elevators 4 escalators
1 dumbwaiter Total: 45

Modernization

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

New Installation

Northwell Health Medical Pavilion at 1345 Third Avenue (U.S.)
7 elevators
※Delivered with destination dispatch system

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: 12,152 (non-consolidated: 3,429)
Affiliated companies	39 (of which 24 are consolidated subsidiaries) (Japan, Americas, East Asia, South Asia, Europe, Middle East)

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.

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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 February 6, 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.

February 6, 2025

FUJITEC CO., LTD.

Financial Results Presentation

for the Third Quarter Ended December 31, 2025 (FY2025)