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# Earnings Supplement

## for the First Quarter of the Fiscal Year Ending March 2026

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August 8 2025



Japan Elevator Service Holdings Co., Ltd.

(TSE Prime Market : 6544)

**1**

## **Three Months Results for the Fiscal Year Ending March 2026**

**2**

## **Forecasts for the Fiscal Year Ending March 2026**



## Three Months Results for FY Mar 2026

- The net increase in domestic maintenance contracts is off to a good start against the internal target of exceeding the previous year's results
- GP margin improved significantly due to increased engineer productivity and higher unit prices for modernization. OP margin increased by 1.9 points YoY to reach 18.6%
- Announced 2 for 1 stock split effective October 1 with September 30 as record date

## Steady increase in contracts, modernization shipments in line with our expectations

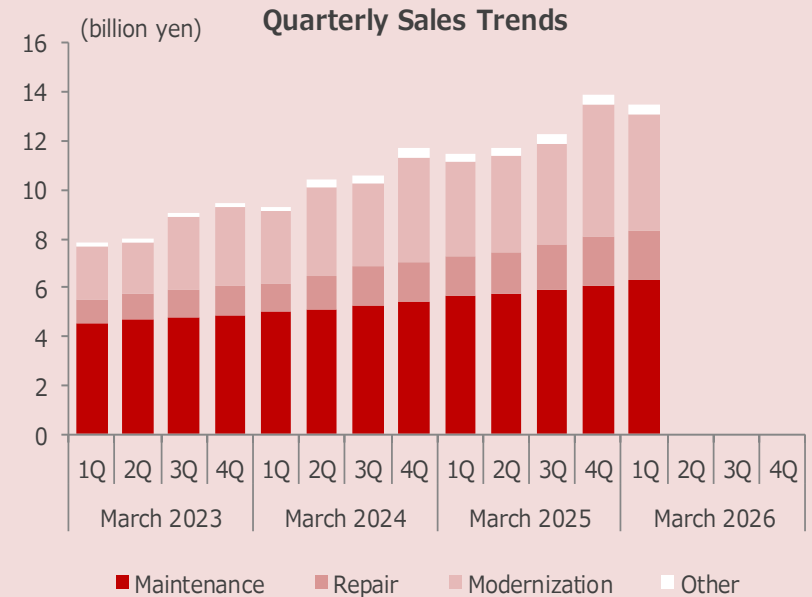
- The number of domestic maintenance contracts was 118,070. Net increase was 4,550 units, all organic. We made a good start toward our goal of beating the previous year's net increases
- Robust modernization shipments continued, and steady progress has been made against the annual plan, partly thanks to the contribution of JIK
- The number of offices increased by two to 150 (as of August 1). Kitakyushu and Okinawa sales offices were opened on July 1 to strengthen the operation in the Kyushu and Okinawa regions
- The number of employees has increased by 171, mainly technical personnel, and including 153 new graduates

(units, person)

	FY ended March 2022 Actual	FY ended March 2023 Actual	FY ended March 2024 Actual	FY ended March 2025 Actual	3 months ended June 2025 Actual	(Change YtD)
Maintenance contracts	79,000	88,630	100,230	113,520	118,070	+ 4,550
Modernization (cumulative)	1,150	1,530	1,930	2,230	620	+ 90
Parking equipment	18,830	22,050	24,660	26,740	26,930	+ 190
No. of offices	124	132	138	148	149	+ 1
No. of Employees	1,618	1,766	1,868	2,028	2,199	+ 171
Technical personnel	1,003	1,096	1,159	1,271	1,424	+ 153
Sales personnel	195	218	248	272	271	- 1

## Sales of Maintenance & Repair as well as Modernization grew steadily. Sales growth outpaced that of maintenance contracts

- Steady growth in maintenance sales continued in line with the increase in maintenance contracts
- Repair sales continued to grow at a faster pace than the growth in the maintenance contracts, due to aggressive sales activities
- Modernization sales continued to grow by around 20% due to an increase in the number of units and a healthy unit price increases



(millions of yen, %)

	3 months ended June 2024		3 months ended June 2025		YoY change	
	Amount	% of sales	Amount	% of sales	Amount	%
Maintenance & Repair	7,269	63.0	8,315	61.9	1,046	14.4
Modernization	3,887	33.7	4,791	35.7	904	23.3
Other	387	3.4	326	2.4	-61	-15.9
Total	11,544	100.0	13,433	100.0	1,888	16.4

## Both sales and profits showed a good start for the year

- As the favorable business environment continued, the number of contracts and sales increased steadily
- Gross margins improved significantly due to the expansion of productivity improvements, driven by an increase in the maintenance contracts and the number of new graduate technical personnel, and also due to higher unit price at modernization business
- The operating profit margin before goodwill amortization was a record-breaking 19.1%, a significant improvement of 1.9 percentage points compared to the same period last year

(millions of yen, yen, %)

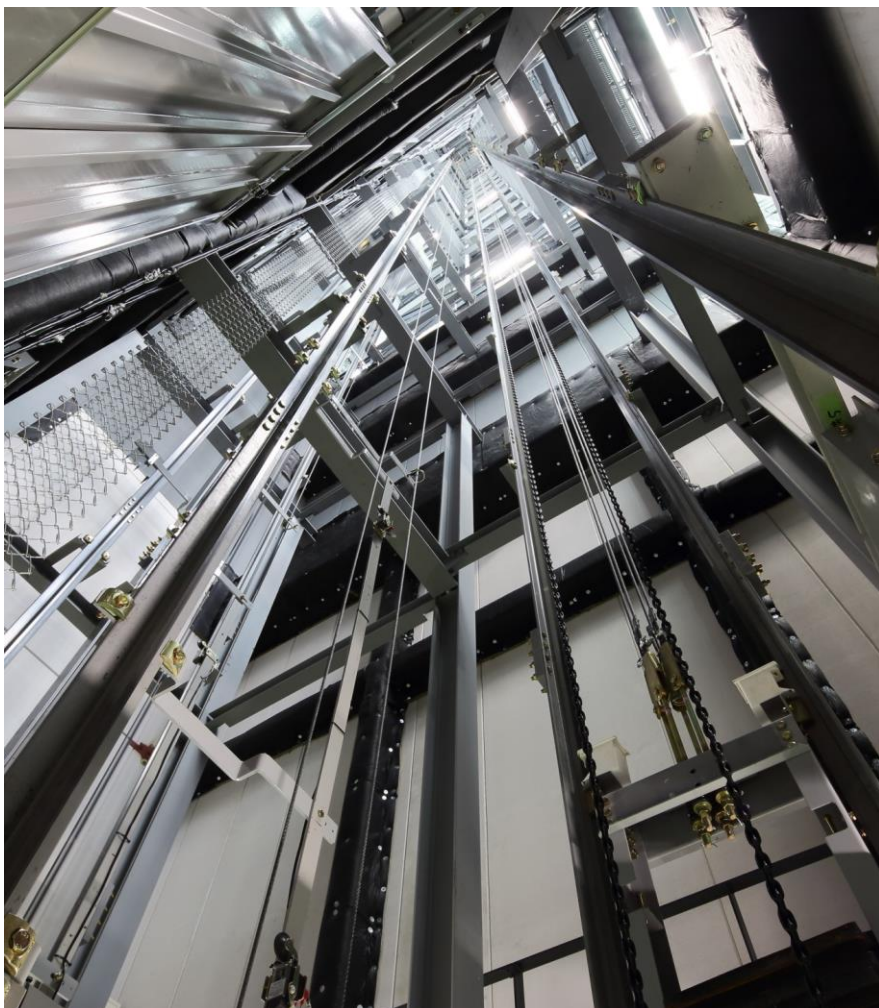
	3 months ended June 2024		3 months ended June 2025		YoY change	
	Amount	% of sales	Amount	% of sales	Amount	%
Net sales	11,544	100.0	13,433	100.0	1,888	16.4
Operating profit	1,924	16.7	2,505	18.6	581	30.2
Ordinary profit	1,945	16.9	2,513	18.7	567	29.2
Profit attributable to owners of parent	1,256	10.9	1,608	12.0	352	28.0
(Depreciation)	370	3.2	355	2.6	-14	-4.0
(Amortization of goodwill)	66	0.6	67	0.5	0	0.4
OP before amortization	1,990	17.2	2,572	19.1	581	29.2
EPS	14.11	--	18.06	--	3.95	28.0

- The increase in short-term borrowings secured the Company's liquidity
- Although the equity ratio declined compared to the end of the previous fiscal year due to dividend payments, the financial condition continued to improve with an increase of 4.7% percentage points YoY

(millions of yen)

	Fiscal Year ended March 2025	End of June 2025	Change
Cash and cash equivalents	2,344	2,959	+ 614
Property, plant and equipment	12,348	12,354	+ 5
Intangible assets	4,232	4,223	- 9
Borrowings	5,004	7,312	+ 2,308
Net assets	20,315	19,162	- 1,153
Total assets	35,407	35,420	+ 12





## Forecasts for FY Mar 2026

- Forecasts are based on conservative assumptions
- Progress in the first quarter has been steady, and the forecast announced on May 13 remain unchanged
- Capital expenditures and depreciation forecasts unchanged



## Confirming steady progress and the forecast announced on May 13 unchanged

- In the maintenance & repair, net growth in the number of maintenance contracts is expected to continue, and in the modernization, growth in the number of shipments and unit price is expected. However, the earnings forecast is based on a conservative assumption of the same level as the previous year
- In addition to productivity improvements due to the increase in the number of contracts, the company expects to continue to control SG&A and achieve an OP margin of over 18%. As a result, both sales and profits are expected to reach new highs

(millions of yen, %)

	March 2025		March 2026 Forecast		
	Amount	% of sales	Amount	% of sales	YoY
Maintenance & repair services	30,538	61.8	33,000	60.0	108.1
Modernization services	17,325	35.1	20,600	37.5	118.9
Other	1,511	3.1	1,400	2.5	92.7
Net Sales	49,375	100.0	55,000	100.0	111.4

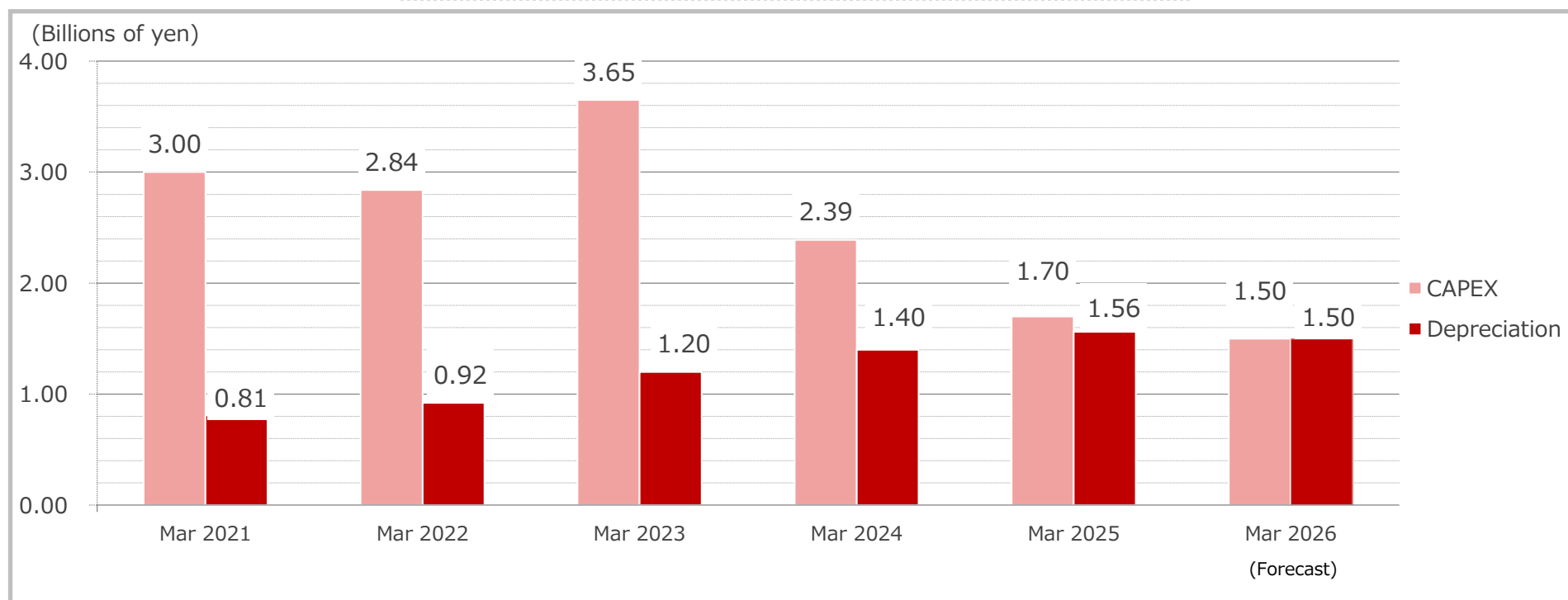
(millions of yen, %)

	March 2025		March 2026 Forecast		
	Amount	Margins	Amount	Margins	YoY
Net sales	49,375		55,000		111.4
Operating profit	8,624	17.5	10,000	18.2	115.9
Ordinary profit	8,621	17.5	10,000	18.2	116.0
Profit attributable to owners of parent	5,530	11.2	6,000	10.9	108.5
(Depreciation)	1,562	3.2	1,500	2.7	96.0
(Amortization of goodwill)	276	0.6	267	0.5	96.9
OP before amortization	8,900	18.0	10,267	18.7	115.4

(Billions of yen)

	FY2025 (Actual)	FY2026 (Forecast)	Items
<b>C a p i t a l Expenditure</b>	<b>1.70</b>	<b>1.50</b>	Investments related to PRIME, a remote inspection service, etc.
<b>Depreciation</b>	<b>1.56</b>	<b>1.50</b>	

## Capital Expenditures and Depreciation





# References

## ■ Basic Strategy

- As a company qualified for the TSE Prime Market, we aim to achieve sustainable growth and increase corporate value, adapting to changes in the social environment, by addressing not only business growth but also social and global environmental issues from a medium- to long-term perspective

## ■ Growth Strategy

- Grow maintenance and repair services sales driven by expanded domestic market share (organic & M&A)
- Tap demand for modernization through increase in number of elevators under contract

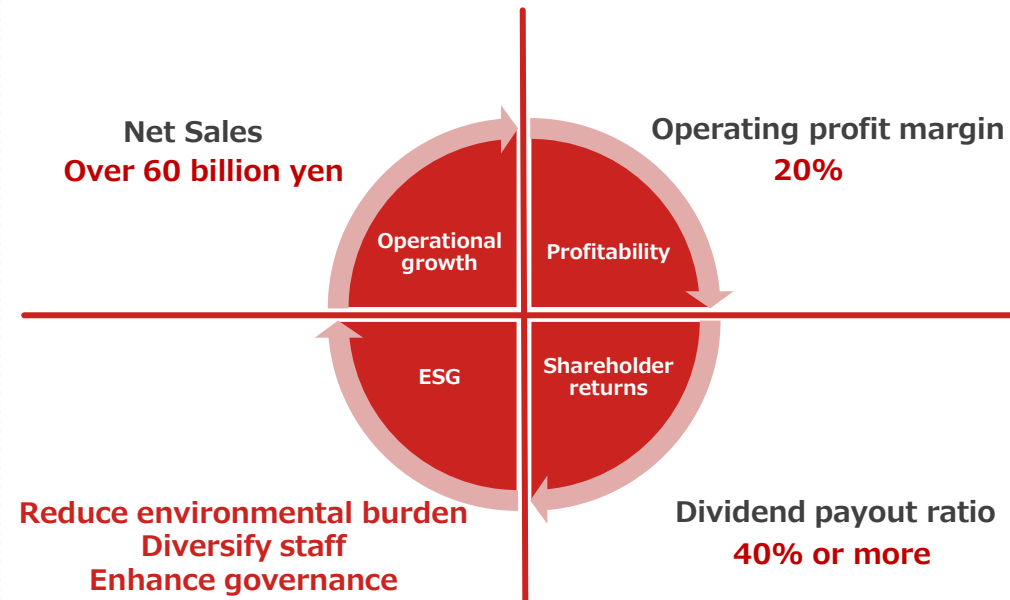
=> **Net sales of 60 billion yen**

- Improve profitability by enhancing business productivity and operational efficiency through human resource development and the use of digital technology

=> **Operating margin of 20%** (before amortization)

## ■ Key Indicators

**Raise corporate value through growth,  
prosper together with all stakeholders**



- Growth and profitability metrics to be met by FY2027/3
- OP Margin excludes goodwill amortization

## Reconciliation of 60 billion yen in Net Sales and Operating Margin of 20% with Growing Maintenance Contracts

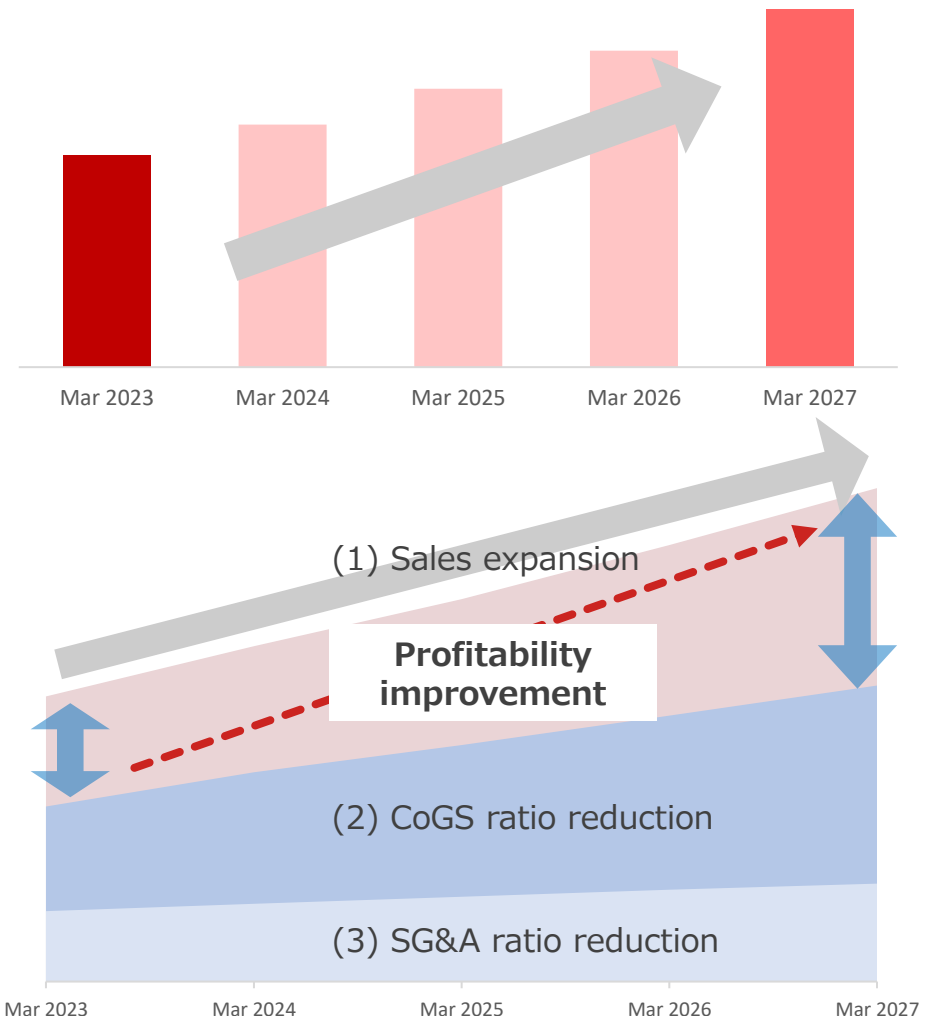
### 1. Achieve net sales of 60 billion yen by expanding the market and increasing share in Japan

- As of March 31, 2025, our domestic maintenance market share will be approximately 10% (our estimate)
- There is ample room to expand market share, especially in newly penetrated areas, by leveraging our high-quality, reasonably priced services, and we will expand our maintenance sales system and personnel to capture new customers
- Sales expansion by capturing modernization demand due to increase in number of units

### 2. Improve operating profit margins through higher productivity

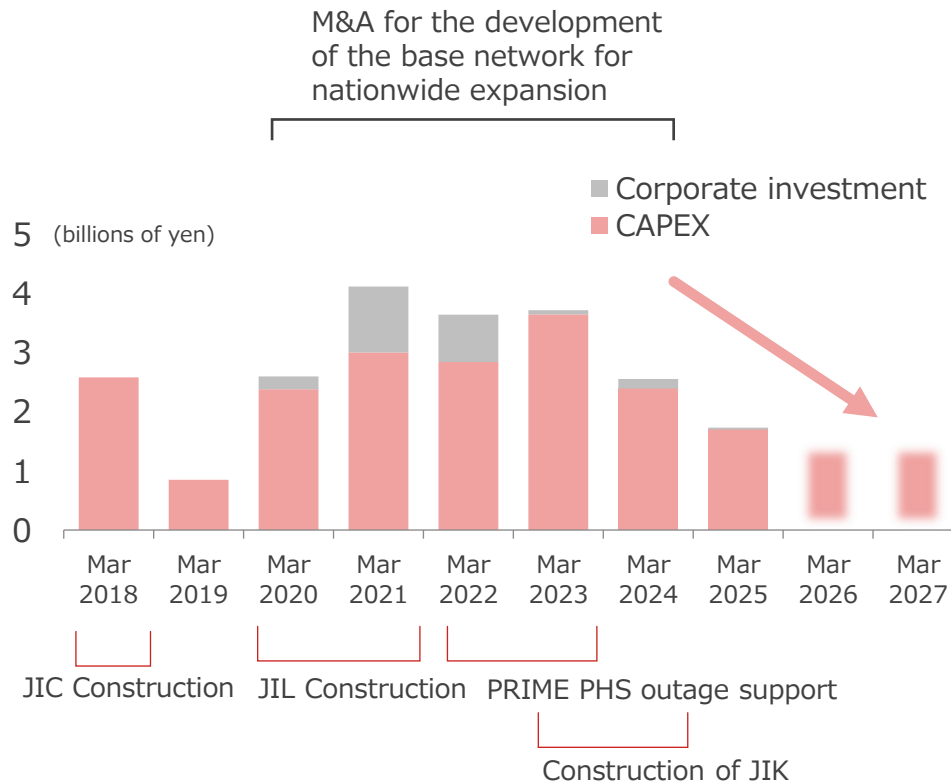
- Increase contribution from high margin maintenance sales  
Improve margins in newly expanded areas with low market share by increasing the number of maintenance contracts
- Reduction in CoGS ratio  
Despite our continued effort to increase the number of technical personnel, costs should be under control since we are hiring new graduates and training them  
Improve the number of units managed by technical personnel  
Curbing material costs by utilizing refurbished products
- Reduction in SG&A ratio  
Reduce administrative costs by optimizing staffing and utilizing IT systems

**Increased number of maintenance contracts should improve profit step by step and lead to operating profit margin of 20%**



## Domestic M&A and Capital Expenditures have Peaked, Positive FCF Trend Expected

### Investment trends



- Capital expenditures peaked in FY2023, and after the completion of the JIK in FY2024, CAPEX shall be limited to installation of PRIME terminal as contract increases, system investments and R&D
- M&A for the development of the base network for nationwide expansion is almost completed. Going forward, small-scale investments are expected to focus on expanding market share in specific regions and business succession issues.

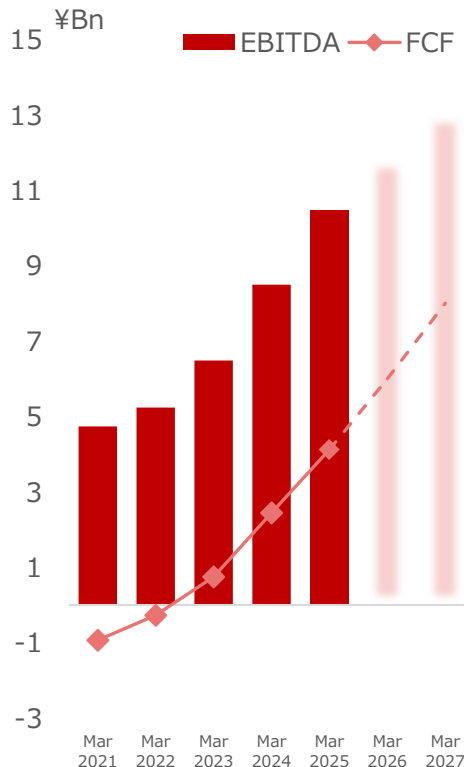
EBITDA and free cash flow expected to trend upward in parallel going forward

(Note) Corporate investment represents capital spending for the acquisition of subsidiaries.

## Sharing free cash flow with stakeholders for sustainable growth

- Capital investment peaked in FY 2023 and then begin to decline
- Free cash flow should be on an upward trend due to business expansion as number of maintenance contracts increases and improve profitability

### EBITDA FCF Forecast



### Cash flow management

#### Shareholder returns

Dividend payout ratio  
40% or more  
Sharing profit growth with  
shareholder

- Increase dividend payout ratio from 49.3% to 49.9%
- Dividend is 31 yen, an increase of 6 yen YoY
- Sharing profit growth with shareholder through dividends

#### Investment in inorganic growth

Continue domestic M&A  
Prepare for full-scale  
expansion overseas

- Aiming for net cash for the time being
- Continue bolt-on acquisition in Japan taking advantage of share expansion and succession issues
- Recognize current overseas business as a period of know-how accumulation
- Enhance risk tolerance through domestic business expansion and prepare for full-scale expansion in the future

#### Investment in continuing business

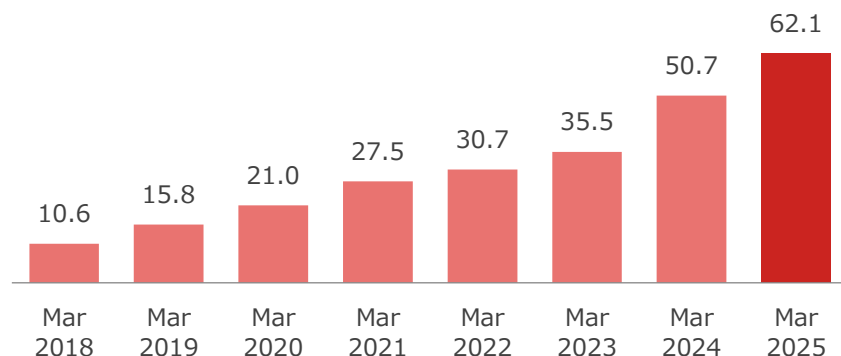
Investment in human  
resources, digital  
promotion, R&D, etc.

- Continue to invest in improving service quality, the source of our competitive edge
- Characteristically, profitability should improve along with top-line growth
- Accelerate investment in human resources once OP margin exceeded 20%

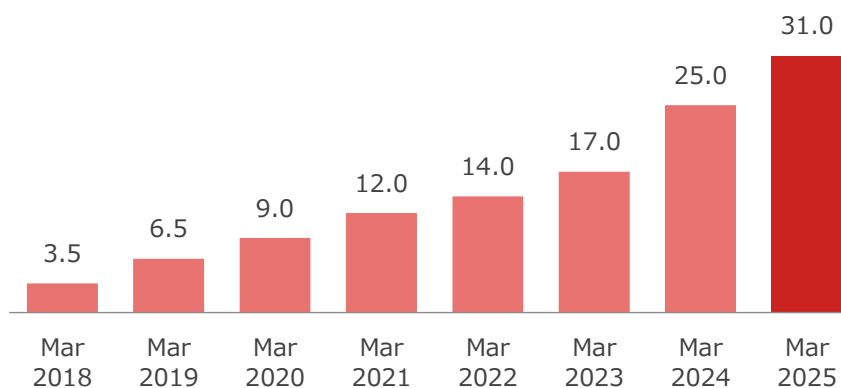


- Our shareholder return policy is based on a dividend payout ratio of at least 40% and aims for stable increases in EPS and DPS
- Dividend for the FY Mar 2025 was 31 yen (payout ratio 49.9%), an increase of 6 yen YoY
- Dividend for the FY Mar 2026 is yet to be determined

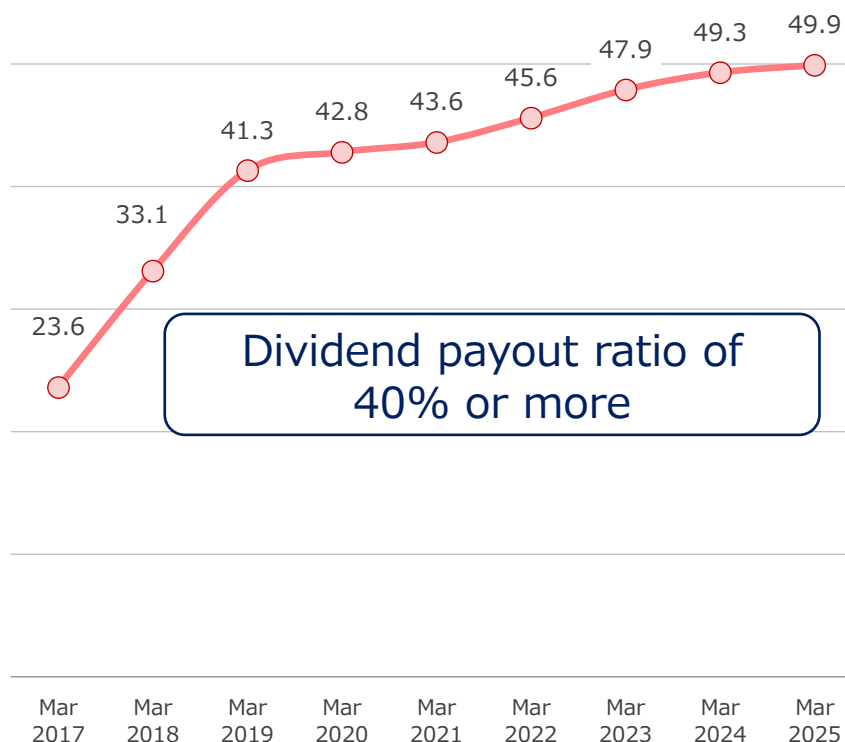
## Adjusted EPS (yen)



## Adjusted DPS (yen)

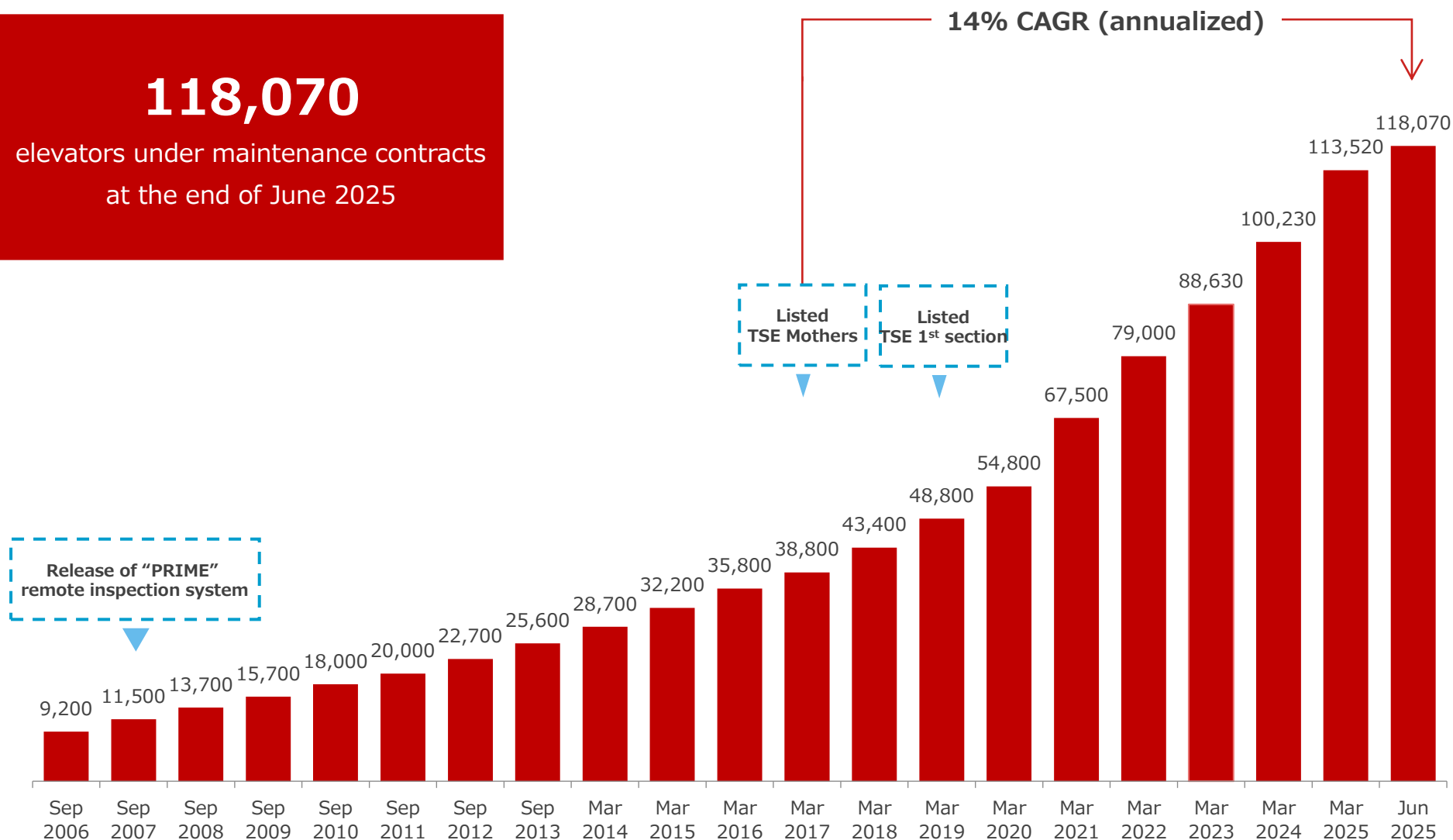


## Dividend Payout Ratio (%)

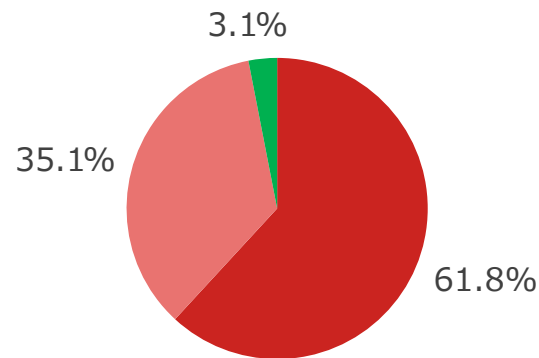


## 118,070

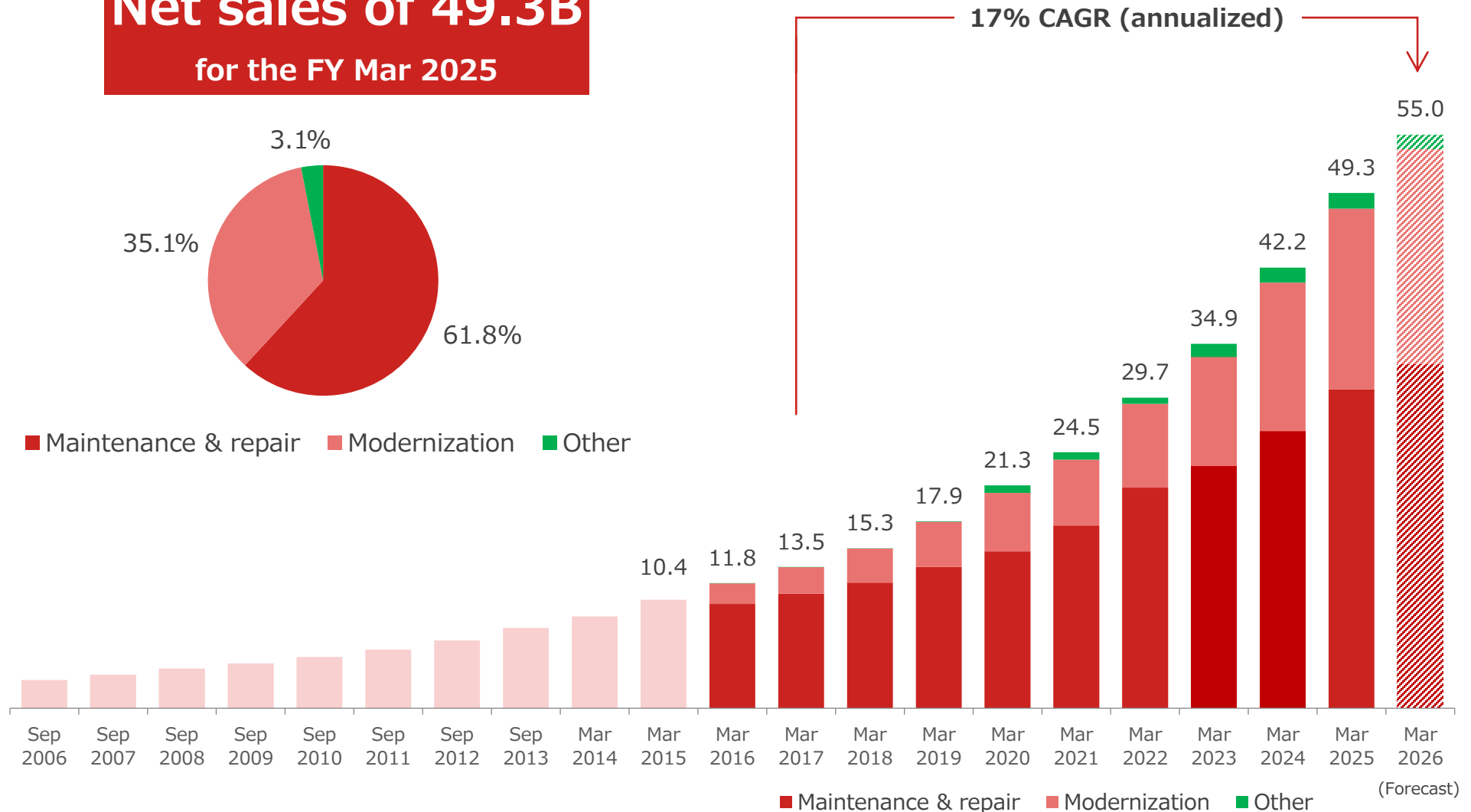
elevators under maintenance contracts  
at the end of June 2025



**Net sales of 49.3B**  
for the FY Mar 2025



■ Maintenance & repair ■ Modernization ■ Other



(Note: Due to a change in the fiscal year end, the fiscal year ended March 31, 2014 is a six-month period. The above figures are annualized.)

As of Aug 1, 2025  
150 offices

## Hokuriku

- ▶ Hokuriku Shisetsu Co., Ltd.  
(Equity method affiliate)

## Tokai / Koshinetsu

- ▶ Japan Elevator Service Tokai Co., Ltd.
- ▶ Japan Elevator Service Jyosai Co., Ltd.
- ▶ Nagano Elevator Co., Ltd. **M&A**
- ▶ Joshin Building Service Co., Ltd. **M&A**  
(Building maintenance)

## Kansai

- ▶ Japan Elevator Service Kansai Co., Ltd.
- ▶ NS Elevator Co., Ltd. **M&A**

## Chugoku / Shikoku

Established 2022.4

- ▶ Japan Elevator Service Chushikoku Co., Ltd.
- ▶ Miyoshi Elevator Co., Ltd. **M&A**
- ▶ Ehime Elevator Service Co., Ltd. **M&A**
- ▶ Shikoku Shoukouki Service Co., Ltd. **M&A**
- ▶ Shikoku Elevator Service Co., Ltd. **M&A**

## Kyushu/Okinawa

Established 2019.4

- ▶ Japan Elevator Service Kyushu Co., Ltd.
- ▶ Eledoc Okinawa Co., Ltd. **M&A**

## Hokkaido

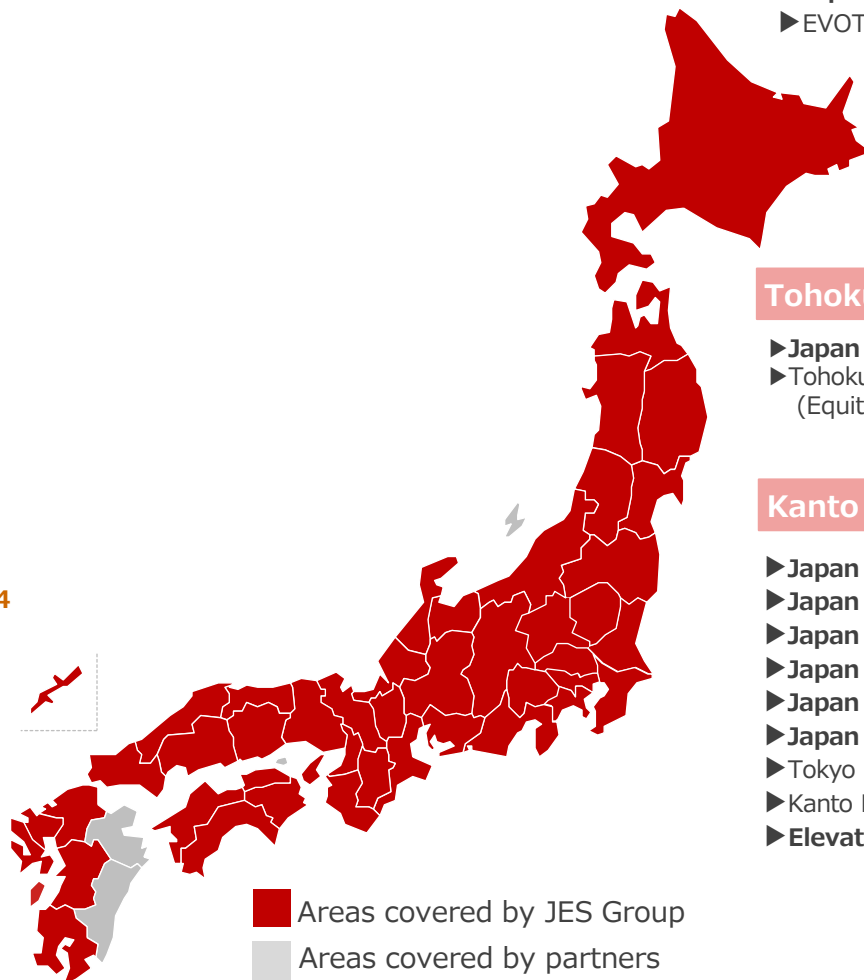
- ▶ Japan Elevator Service Hokkaido Co., Ltd.
- ▶ EVOTECH Co., Ltd. **M&A**

## Tohoku

- ▶ Japan Elevator Service Tohoku Co., Ltd.
- ▶ Tohoku Elevator Service Co., Ltd.  
(Equity method affiliate)

## Kanto

- ▶ Japan Elevator Service Holdings Co., Ltd.
- ▶ Japan Elevator Service Jyonan Co., Ltd.
- ▶ Japan Elevator Service Jyosai Co., Ltd.
- ▶ Japan Elevator Service Kanagawa Co., Ltd.
- ▶ Japan Elevator Parts Co., Ltd.
- ▶ Japan Parking Service Co., Ltd.
- ▶ Tokyo Elevator Co., Ltd. **M&A**
- ▶ Kanto Elevator System Co., Ltd. **M&A**
- ▶ Elevator Media Co., Ltd. (LiftSPOT)

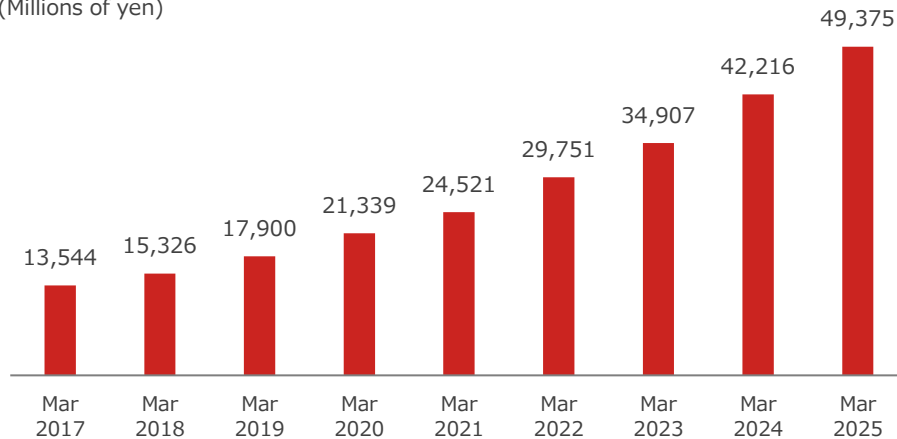


■ Areas covered by JES Group  
■ Areas covered by partners

(Note) Cosmo Japan Co., Ltd., which became a subsidiary on October 2, 2020, was merged into Japan Elevator Service Jyosai Co., Ltd. on September 1, 2022. Kansai Elevator Corporation, which became a subsidiary on November 11, 2020, was merged into Japan Elevator Service Kansai Co., Ltd. as of May 1, 2023. Seiko Elevator Co., Ltd., which became a subsidiary on May 20, 2020, was merged into Japan Elevator Service Jyonan Co., Ltd. on July 1, 2023. Ikuta Building Maintenance Co., Ltd., which became a subsidiary on October 3, 2022, was merged into Shikoku Elevator Service Co., Ltd. on September 1, 2023. Toyota Facility Service Co., Ltd., which became a subsidiary on May 13, 2021, was merged into Japan Elevator Service Jyosai Co., Ltd. on December 1, 2023. Emic Co., Ltd., which became a subsidiary on September 1, 2023 was merged into Japan Elevator Service Hokkaido Co., Ltd. On April 1, 2024. Showa Yusoki Tohoku Co., Ltd., which became a subsidiary on October 1, 2024, was change its name to Japan Elevator Service Tohoku Co., Ltd. on July 1, 2025, and merged with Tohoku Regional Head Office of Japan Elevator Service Jyosai Co., Ltd.

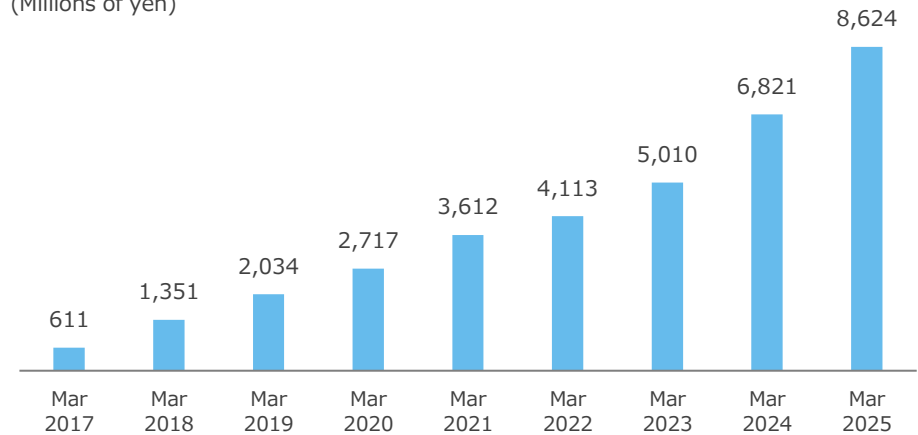
## Net sales

(Millions of yen)



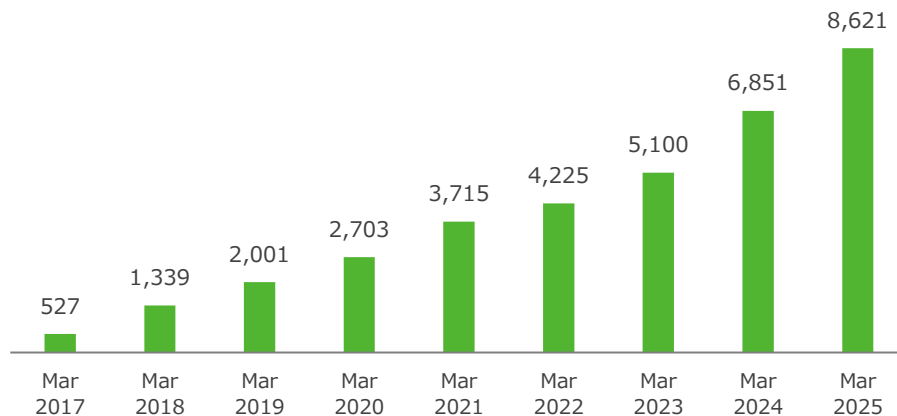
## Operating profit

(Millions of yen)



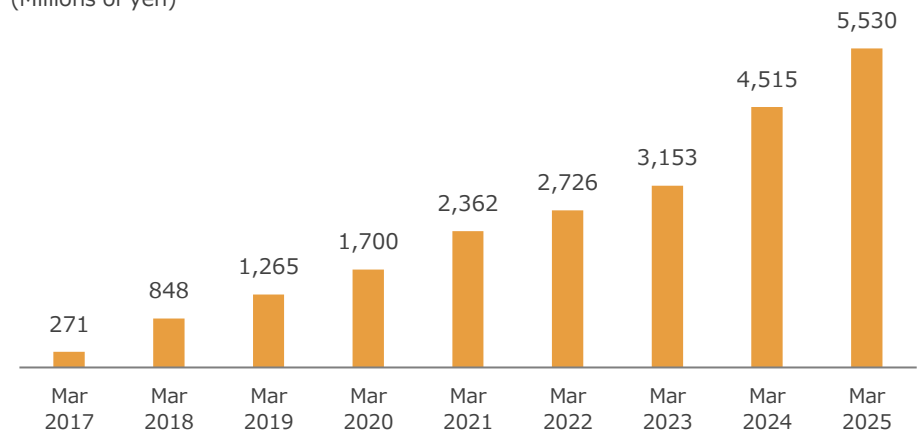
## Ordinary profit

(Millions of yen)



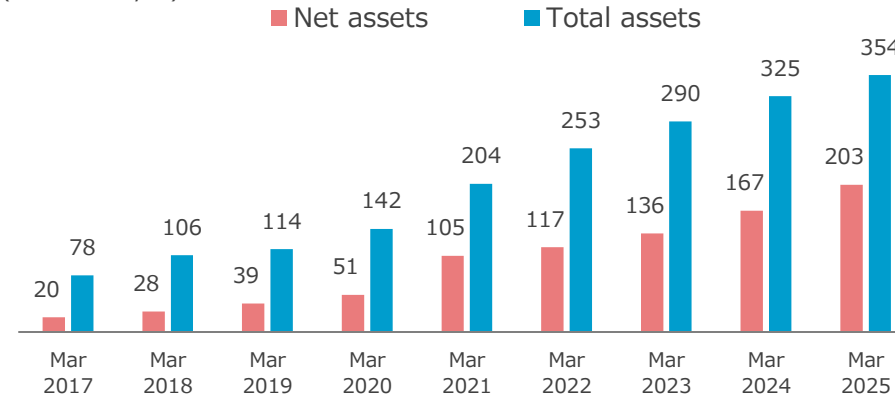
## Profit attributable to owners of parent

(Millions of yen)



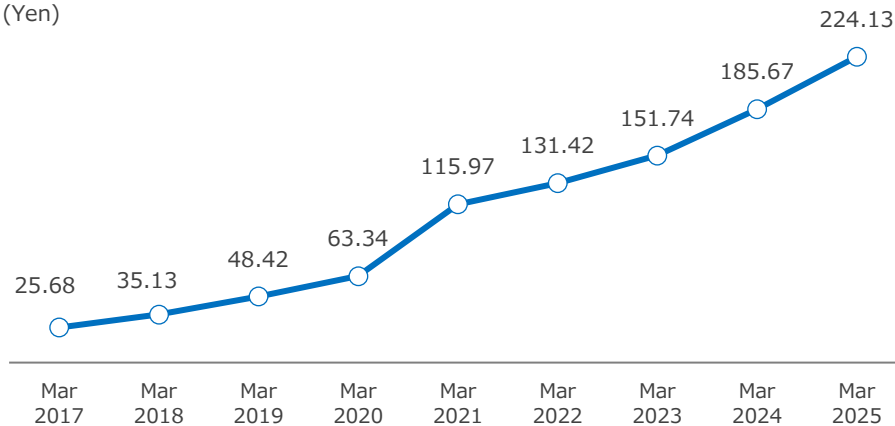
## Net assets / Total assets

(100 million yen)



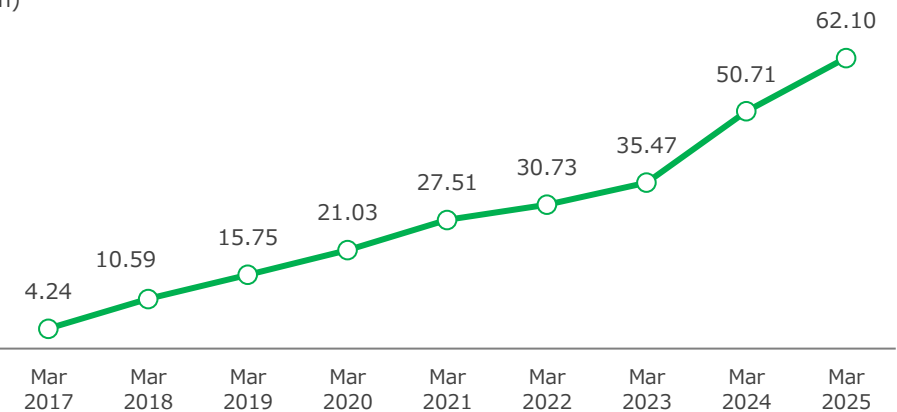
## Net assets per share

(Yen)



## Earnings per share

(Yen)



Stock splits history: two-for-one effective on October 1, 2017 two-for-one effective on October 1, 2018 two-for-one effective on January 1, 2021

## Disclaimer

- Japan Elevator Service Holdings (the “Company”) has prepared these materials for your reference, so that you may understand the current status of the Company.
- While these materials have been prepared based on generally-known economic and social conditions and certain assumptions that we have determined to be reasonable, the information contained herein is subject to change without prior notice for reasons such as changes in the business environment.

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- The data and information in this presentation contains forward-looking statements. These statements are based on certain assumptions underlying current expectations, forecasts, and risks, and carry with them uncertainties which could cause actual results to substantially differ from the projected figures.
- These risks and uncertainties include general industry and market conditions, as well as general domestic and international economic conditions, such as changes in interest rates and exchange rates.
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