

COMPANY PROFILE

Feb, 2023



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1-Intro

About Prime FUJI

Top

Elevator & Escalator Exporter

- **Prime FUJI Elevator Co.,Ltd** and **Prime FUJI Brand** is builded in 2009 specifically for the international market.
- Top **elevator & escalator** manufacturers in China, technology originated in Germany, annual **production capacity over 10,000 units**.
- Offer solutions of **vertical and horizontal passenger/freight**.
- As a whole **manufacturing, R&D, customization, sales, maintenance services** in one company, we will make all-round cooperation with international customers for our innovative technology, good solutions of outstanding products.

Reliable

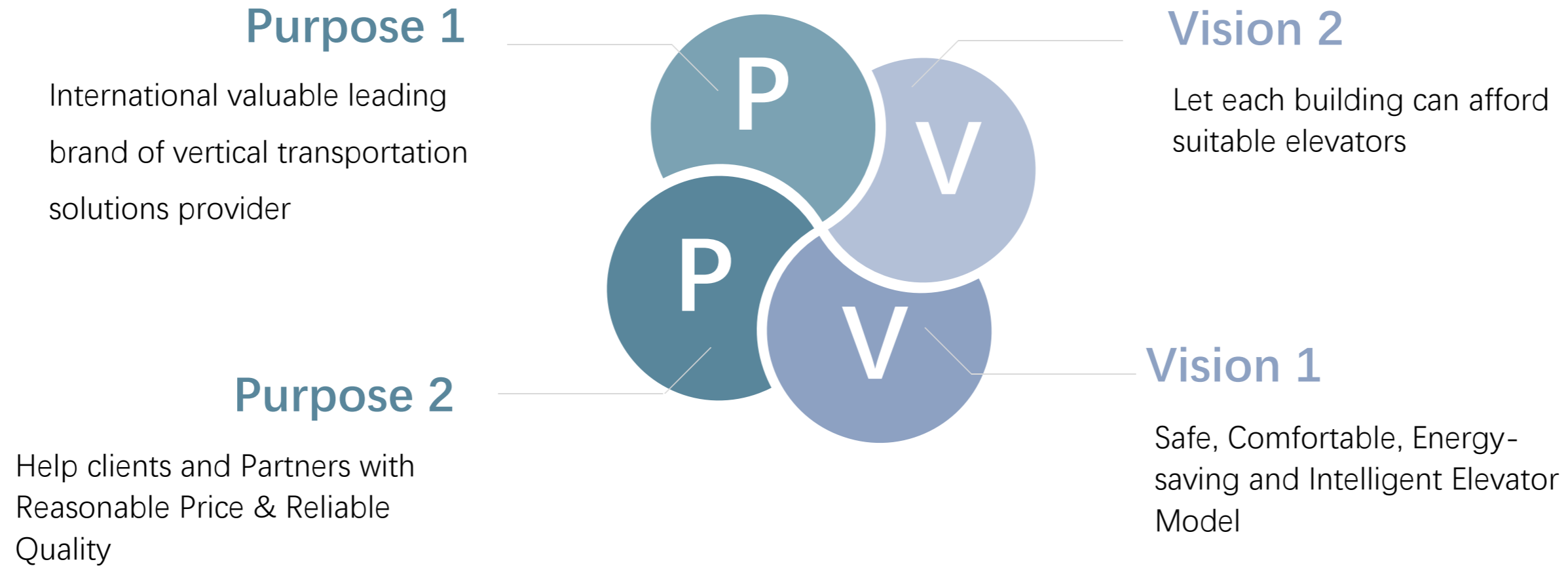
Prime FUJI Elevator is one of the Top elevator & Escalator exporter.

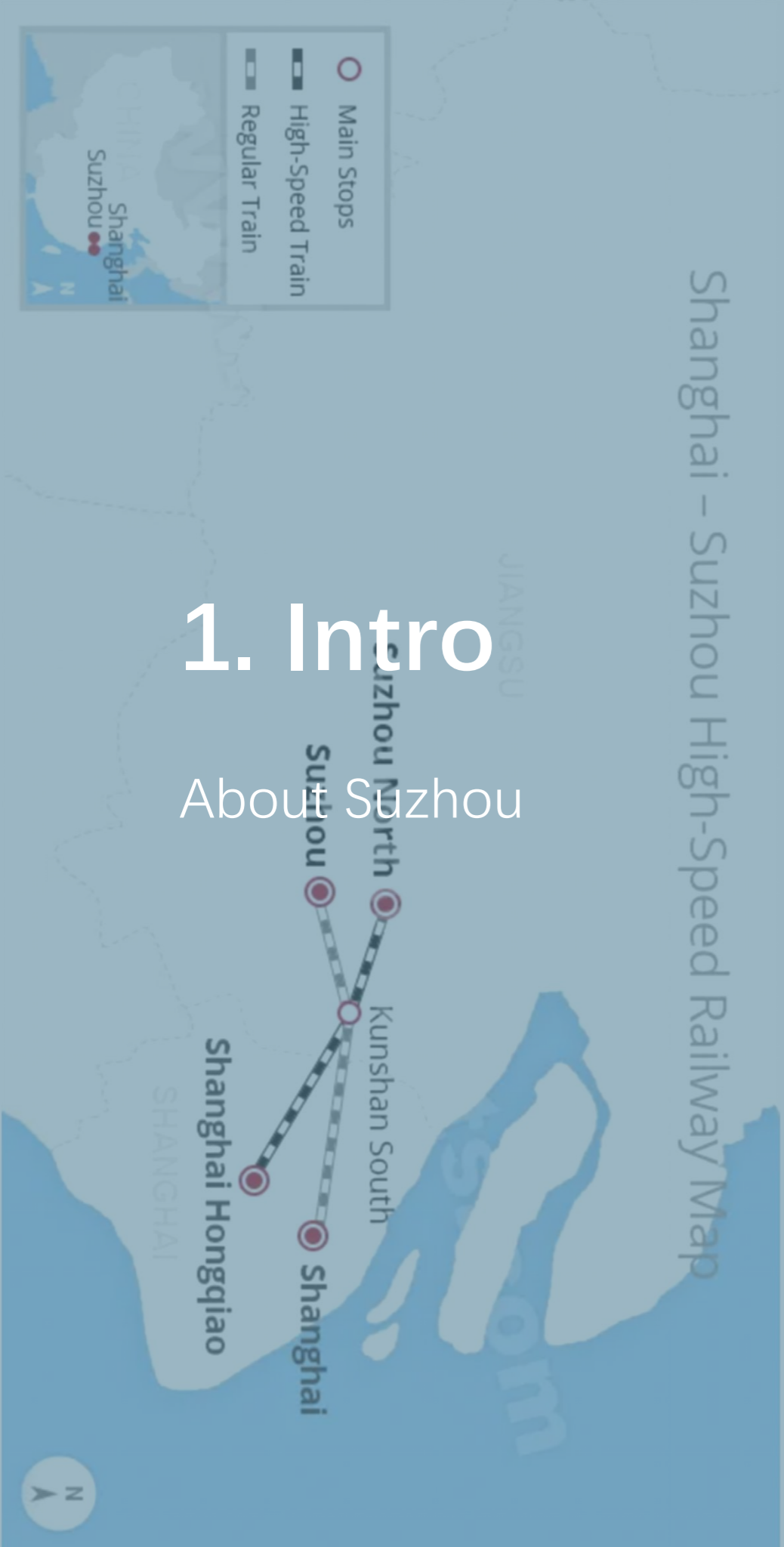
Prime FUJI Elevator provide our clients and dealers products with best quality and good price.

One word: Reliable !

1. Intro

Purpose & Vision





Suzhou

Company & Factory Location

The best choice.

M

Modern Technology & Culture

Suzhou is a huge city with culture and modern technology. 1,1000,000 population, more than NewYork. 8488 square kilometers, 10 times bigger than NewYork. Also a beautiful place for travel.

T

Transportation

1H to Shanghai with PuDong Airport, HongQiao Airport, Shanghai Port
 4H to Beijing with ShouDu Airport

E

Elevator Supply Chain

Suzhou owns different companies on elevator,which provide different parts. That will make sure Prime FUJI Elevator can offer clients a stable supply chain of whole elevator.

G

Good Employee & Policy

Prime FUJI Elevator hires a whole team of R&D, sales, installation, maintenance who are all quite professional. And the local policy is doing well to elevator companies.

2. Factory

Research & Develop Centre

1

Organized in China and Japan

2

Patents and new models

3

High quality traction machine

4

Explosion proof, seismic resistant, corrosion resistant

2. Factory Certificates

- Logo & Brand registration
- Manufacturing Permission
- Maintenance Permission
- ISO9001.
- CE Certificate



2. Factory

Elevator Workshop

1

Capacity 10,000 units

2

400 employees

3

Aera coverd 100,000 m²

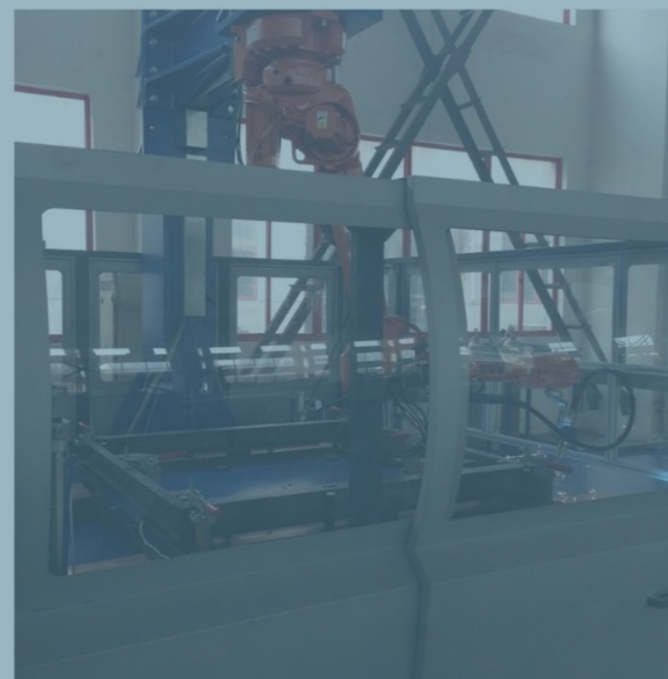
4

Over 1,000 projects

2. Factory

Escalator Workshop

- 1 Capacity 2,000 units
- 2 220 employees
- 3 Area covered 50,000 m²
- 4 Over 800 projects



3. Products

Elevator List

- Machine Room / Roomless
- With / Without Steel Structure
- Gearless Permanent Magnet Synchronous Traction Machine
- Need Less Construction Space
- Decoration Optional
- Components Optional
- ARD Optional
- Stable

Elevator Type	Speed	Load
Passenger MR	1.00m/s – 7.00m/s	450 kg – 1600 kg
Passenger MRL	1.00m/s – 1.75m/s	450 kg – 1600 kg
Panoramic	1.00m/s – 1.75m/s	800 kg – 1600 kg
Home	0.40m/s	200 kg – 400 kg
Bed (Hospital)	1.00m/s – 1.75m/s	1600 kg
Freight S1	0.5 m/s – 1.00m/s	1000 kg – 3000 kg
Freight S2	0.25m/s – 0.5 m/s	4000 kg – 5000 kg
Car	0.50m/s	3200 kg
Dumbwaiter	0.40m/s	100 kg – 200 kg

3. Products

Escalator & Moving Walkway

- Single Way / Both
- Different Speed
- For Huge Mall / Little Shop
- Power Saving
- GB16899-97 of Safety rules

Escalator Type	Step width	Speed	Inclintion	Rise Height
Commercial	600mm	≤0.5 m/s	30 / 35	≤11.5 m
	800mm	≤0.5 m/s	30 / 35	≤9 m
	1000mm	≤0.5 m/s	30 / 35	≤7.5 m
Public Transit	800/1000mm	≤0.75 m/s	30 / 35	≤14m/12m
Heavy Load	1000mm	≤0.76 m/s	30	≤22 m
Moving WalkwayType	Step width	Speed	Inclintion	Distance running
10-12	800mm	≤0.5 m/s	10~12	≤9m
	1000mm	≤0.5 m/s	10~12	≤7.5m
0-6	1000mm	≤0.75 m/s	0~6	≤70m

4. Products Advantages

Products Compare

No.	Item Compared	Prime FUJI	Company A or B		Difference in Quality&Performance	Motivation
1	truss	125X80X8~12 steel angle Massive material, heavy	100X70X8 Thin material, light	Thin Material 60, X60X4 square tube	Strength, Load deflection, safety factor	reduce material cost
2	Truss bottom close plate	2.5mm steel plate, full weld, oil tight	2.5mm steel for Upper&lower machine room, middle 1mm galvanized plate rivet joint, oil leak	All 1mm galvanized plate rivet joint, oil leak	Strength&anti leaking	reduce material cost
3	upper and the lower ends of truss Angle iron support	All 200X200X20	Two sides 200X200X20, middle small steel angle butt joint		Truss integral rigidity	reduce material cost
4	Step chain	connecting plate 40Cr, hinge pin 20 CrMo, surface hardening, wear-resisting	45#carbon steel, low wear resistance	No Surface Heat Treatment, low wear resistance	Strength, Wear Resistance, safety factor, service life	reduce material cost

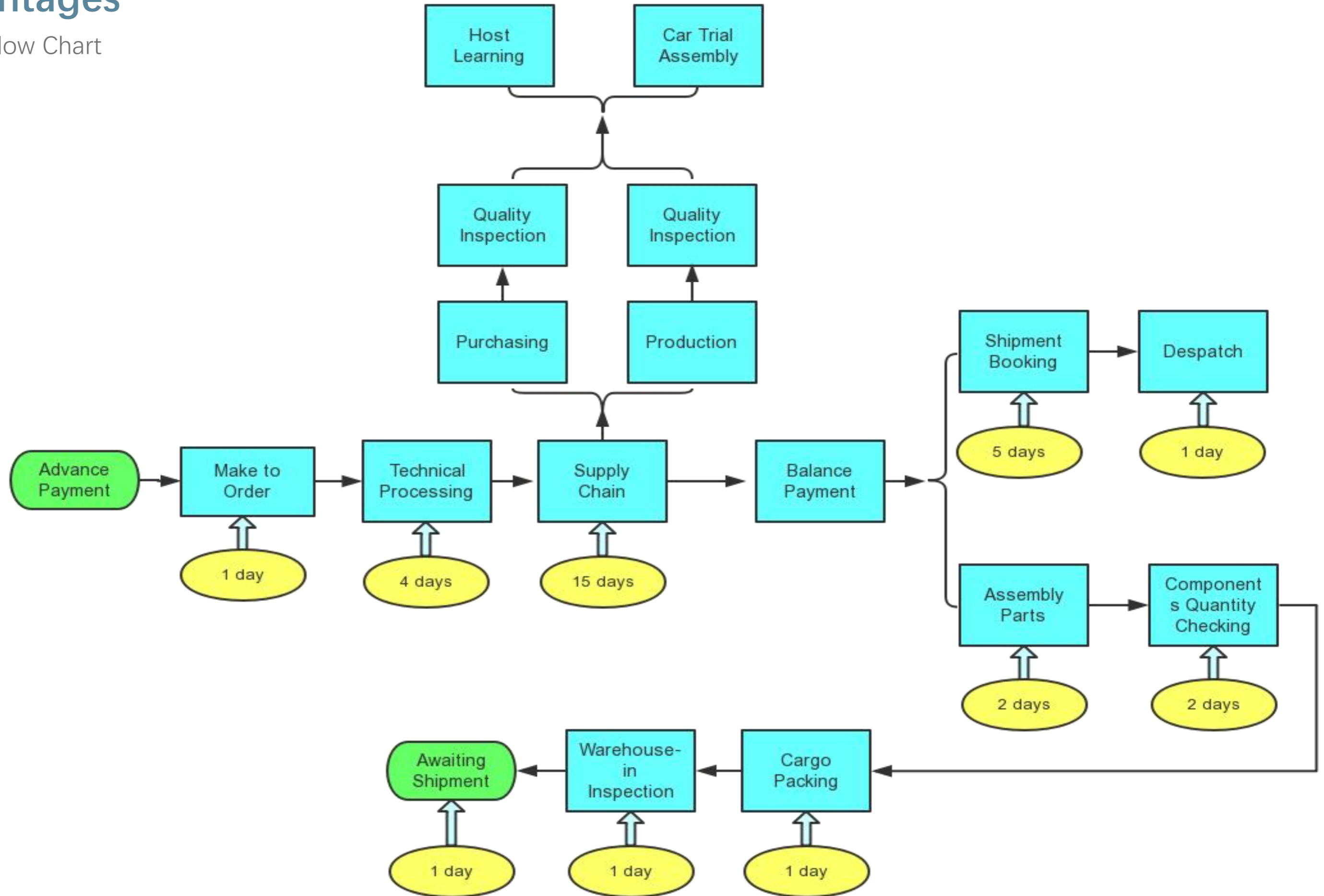
4. Products Advantages

Products Compare

No.	Item Compared	Prime FUJI	Company A or B		Difference in Quality&Performance	Motivation
5	Step main wheel bearing lubricating grease	US Chevron, plumpness 2/3, service life 20 years	Domestic, plumpness 1/3, service life 5 years		Service life	reduce material cost
6	Step main wheel outer ring	Germany Bayer polyurethane (PU)(8391), Oil&water resistant	Taiwan or domestic PU, oil resistant no water resistant		TService life	reduce material cost
7	Step Auxiliary wheel	Germany Bayer polyurethane (PU)(8391), Oil&water resistant	Taiwan or domestic PU, oil resistant no water resistant		Service life	reduce material cost
8	Step roller	The same with main wheel, With bearing	Self-lubricating nylon sleeve No bearing			reduce material cost
9	Automatic lubrication device	With external control device, oil collector	No oil collector	No external control device	Bottom oil leaking	reduce material cost

4. Products Advantages

Standard Prime FUJI Order Flow Chart



5. Service Policy & Warranty

Service Policy & Warranty



01

Lead Time

35 days for standard specification after payments received and drawing confirmed.



02

Warranty

18 months after installation complement (Except force majeure, i.e. natural disaster, war, manual damage)



03

Documents with Shipment

Installation guide, electric planning, operation manual, packing list, etc. (all in English)

5. Service Policy & Warranty

Service Policy & Warranty

Claims

04



Within 30 days after the arrival of the goods at the destination, should the quality, Specifications or quantity be found not in conformity with the stipulations of the contract except those claims for which the insurance company or the owners of the vessel are liable, the Buyers shall, have the right on the strength of the inspection certificate issued by the C.C.I.C and the relative documents to claim for Replacement or negotiated deal to the Sellers.

Force Majeure

05



The Seller shall not be held responsible for failure or delay in delivery of the entire lot or a portion of the goods under this Sales Contract in consequence of any Force Majeure incidents which might occur. Force Majeure as referred to in this contract means unforeseeable, unavoidable and insurmountable objective conditions.

Arbitration

06



All disputes arising from the execution of this agreement shall be settled through friendly consultations. In case no settlement can be reached, the case in dispute shall then be submitted to the Foreign Trade Arbitration Commission of the China Council for the Promotion of International Trade(Shanghai Branch) for Arbitration in accordance with its Provisional Rules of Procedure, comply with Chinese laws. The decision made by this commission shall be regarded as final and binding upon both parties.

6. Data Report

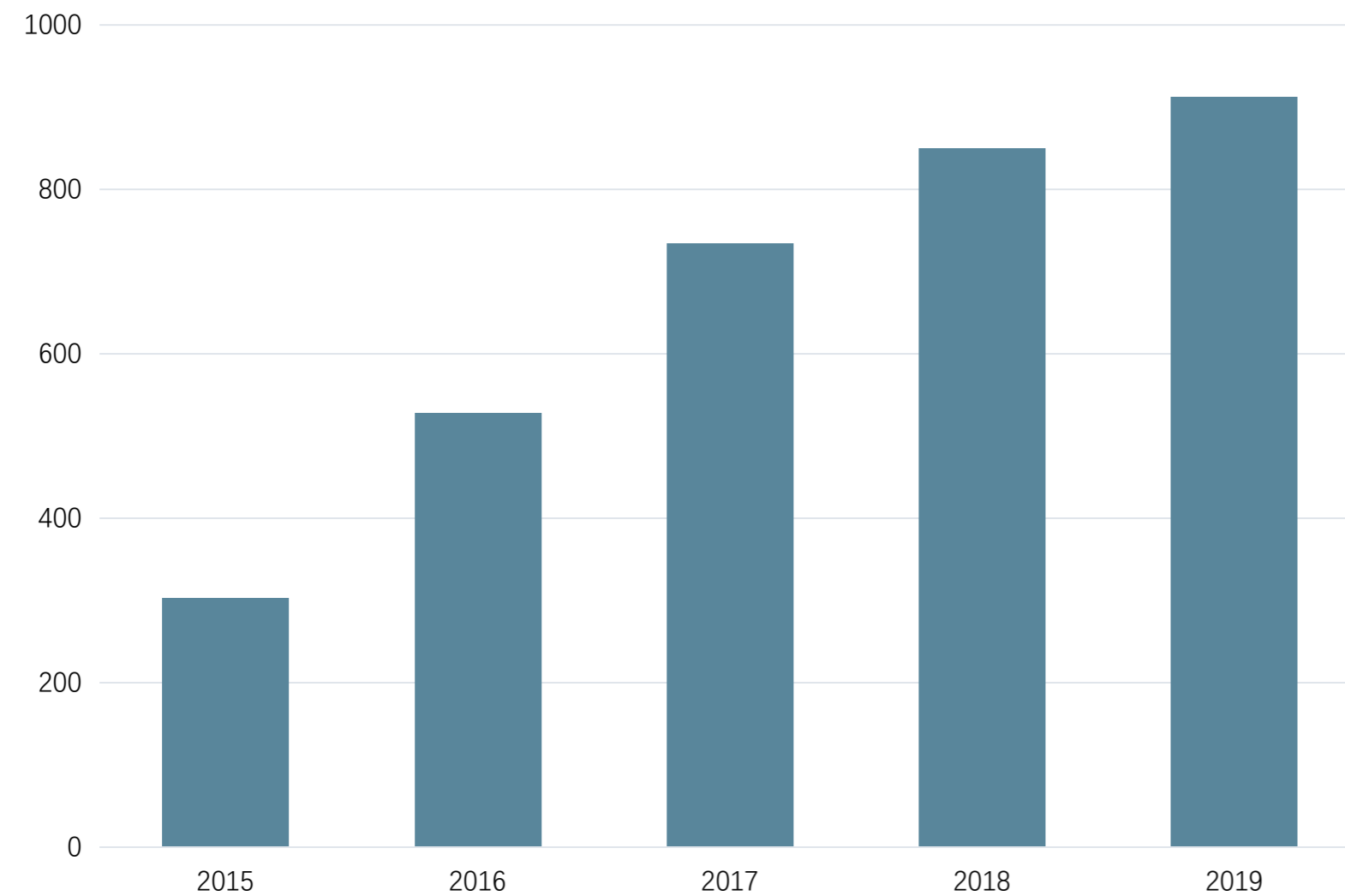
2015-2019Y Oversea Sales Report by Year

Description

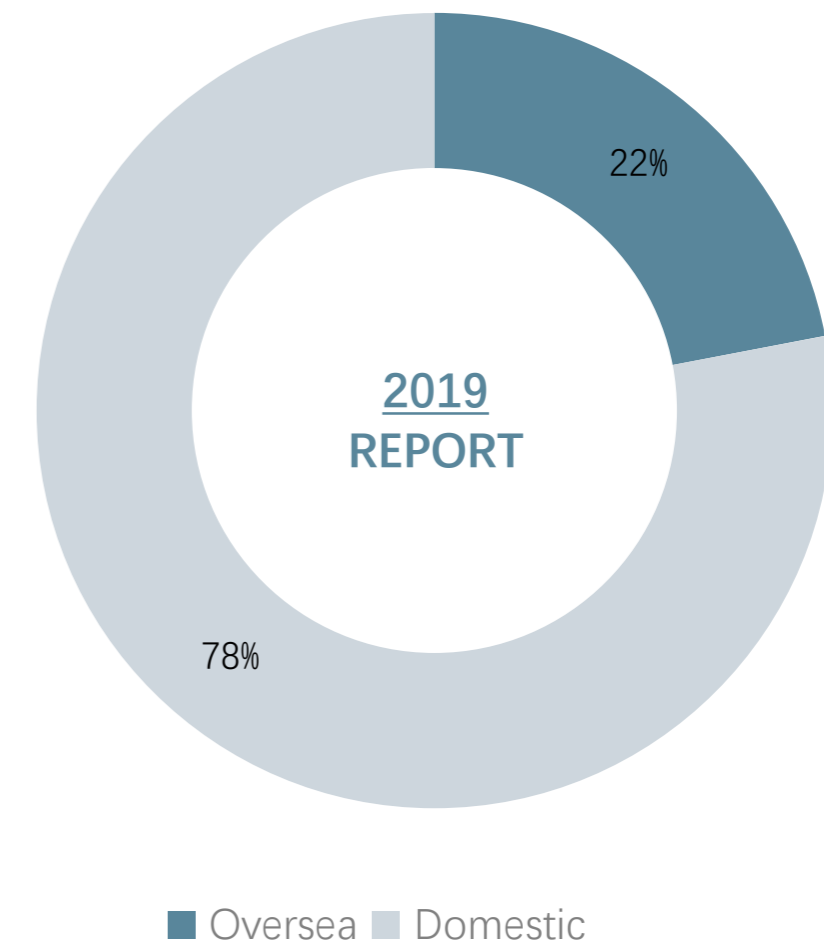
Larrison Elevator Still keeps increasing in both oversea and domestic market.

2019Y, Prime FUJI sold 912 units in oversea market and about 3,500 units in China domestic market.

Prime FUJI is still a young brand with huge potential especially in oversea market since the share is only 22%.

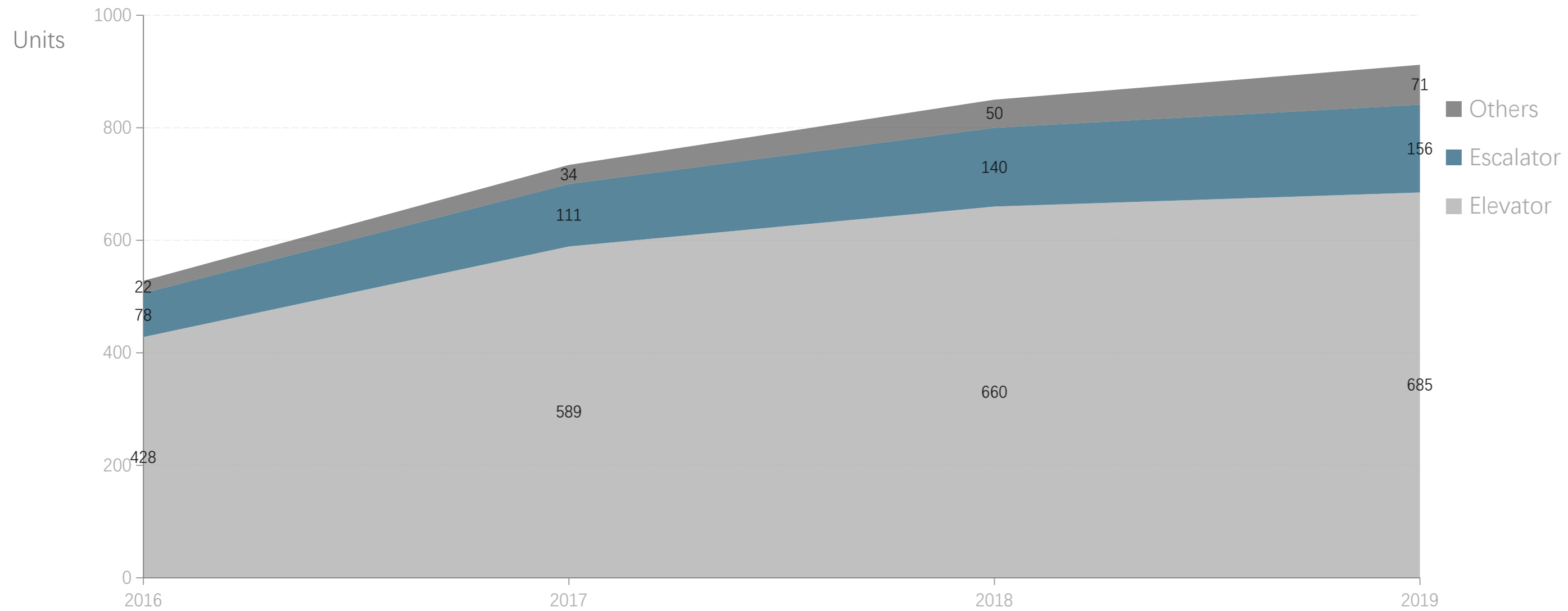


Prime FUJI Elevator Oversea Sales Report



6. Data Report

2016-2019Y Oversea Sales Report of Different Products



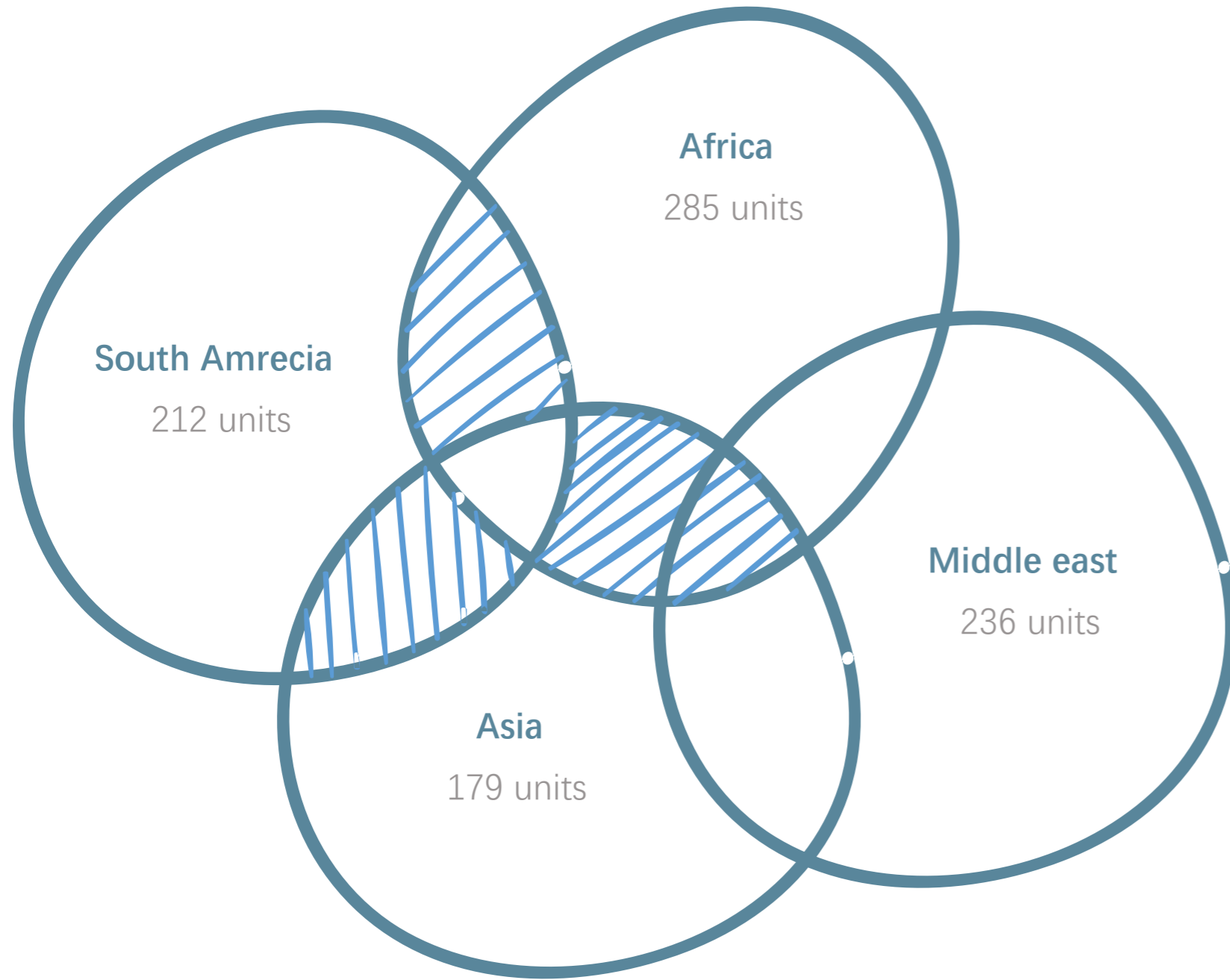
Description

All types elevators are increasing. Elevators are sold more than escalators and others which is quite reasonable.

Over 75% percent is elevator. In 2019, Prime FUJI sold 912 units of products, of which 685 are elevators, 156 are escalators.

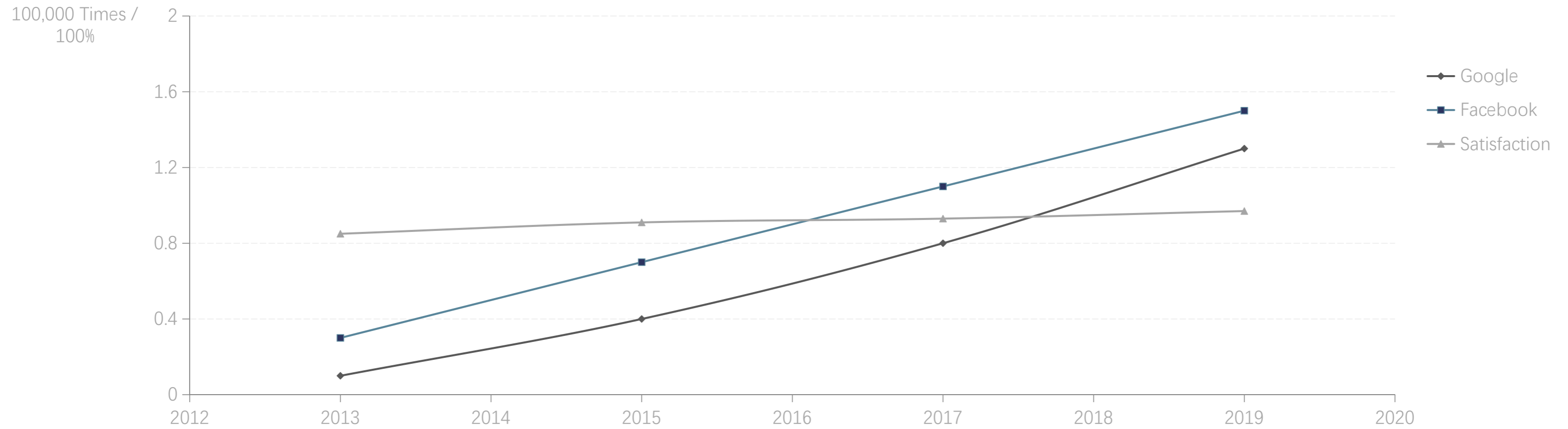
6. Data Report

2019Y Oversea Sales Report by Region



6. Data Report

Search Times in Google / Facebook & Degree of Satisfaction



 Description

Since 2009, Prime FUJI Elevator Brand develops fast.

It attracts more and more interest from clients and agents.

Its searched and followed over 100,000 times on Google and Facebook.

Clients who bought elevators from Prime FUJI are more and more satisfied.

The percentage increases from 85% to 97% now.

7. Dealers

Dealers



Europe Dealers

Prime FUJI owns agents in Russia, Australia, Italy and some East Eurpoe countries.



Africa Dealers

Prime FUJI owns many agents in Africa. Thanks to our Africa brothers. We have market in Kenya, Nigeria, South Africa and other countries.



South America Dealers

Prime FUJI owns some agents in South America. Such as Mexico, Peru, Ecuador, Bolivia and other countries.



Asia Dealers

Prime FUJI owns agents in Asia. Such as Malaysia, Philippes, Sri Lanka, Nepal, Vietnam, Thailand, Cambodia, Myanmar, Indonesia, Mongolia, Uzbekistan and other countries.



Arabic Dealers

Prime FUJI owns some agents in Arabic coutries. Such as UAE, Saudi Arabia, Kuwait, Iran, Iraq, Yemen, Jordan, Oman, Qatar and other countries.

7. Dealers

Dealer Policy

PrimeV Solo Agent

- Best Discount
- Most Stable Supply
- Products Catalogs
- Installation & Maintenance
- Exclusive Selling Rights
- Free Spare Parts (Limited)
- Visit to China

Common Common Agents

- Discount
- Stable Supply
- Products Catalogs
- Installation & Maintenance

Lower Commissioner

- Few Discount
- Stable Supply
- Products Catalogs (Limited)
- Installation & Maintenance

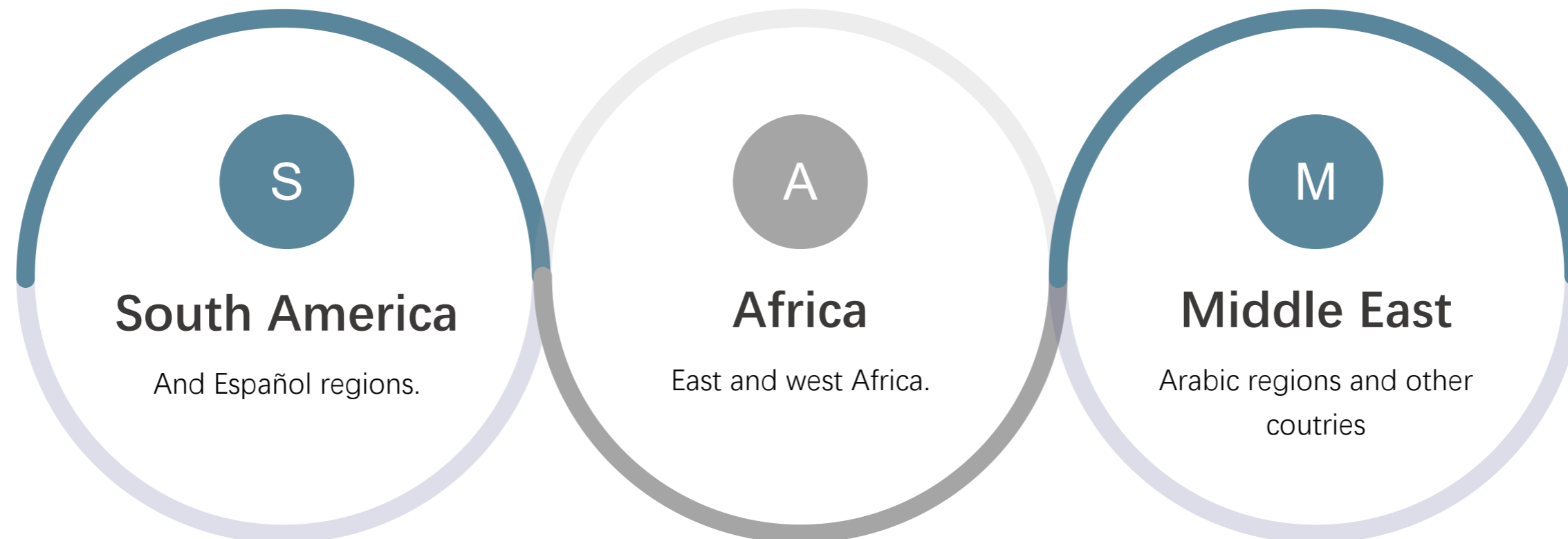
7. Dealers

Key Region to Develop Dealership

Prime FUJI is now pay much attention to our partners, by which we hope to help our clients, dealers and of course Prime FUJI Brand itself to benefit from our business.

The local dealers are more familiar with local market. With the team of the local dealers, clients can get better service and solutions.

Prime FUJI owns many dealers in many countries. But we still need more reliable partners, especially in the countries below.



8. Projects



Signature Mall - KENYA

Elevators & Escalators

8. Projects



Davivx Mall - Saudi Arabic

Elevators & Escalators

8. Projects



Super Mall - Nigeria

Passenger Elevators *4

8. Projects



Hotel - KENYA

Observation Elevator*2

8. Projects



Shopping Mall - CÔTE D'IVOIRE

8. Projects



Little Market - Iraq

Escalator

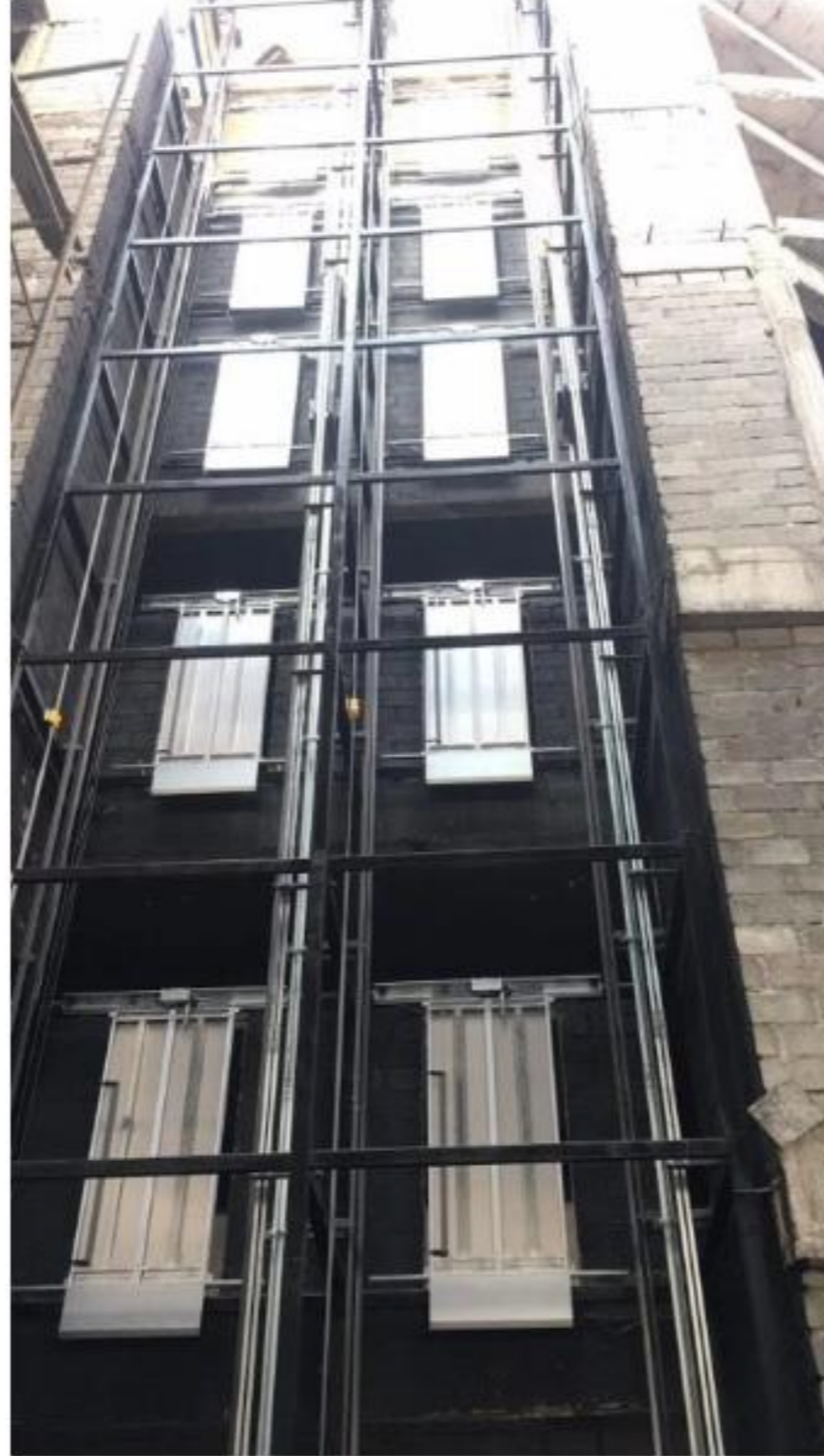
8. Projects



Apartment Buildings -
Philippines

Passenger elevator*16

8. Projects



Hotel - Ethiopia
Passenger Elevators

8. Projects



Commercial Buildings - Ecuador
Passenger Elevators

8. Projects



Commercial Buildings - Ecuador

Passenger Elevators

8. Projects



Mall - South Africa

Escalator

8. Projects



Commercial Buildings - Peru

Passenger Elevators



Thank you

For more information, visit

www.primefuji.com

Prime FUJI ELEVATOR CO., LTD