

Third Quarter for Fiscal Year Ending March 2019 Financial Result Briefing

FUJI CORPORATION



Contents

- Company Overview
- Financial Summary
- Financial Forecast for FY2019

Company Overview

About FUJI

Established: April 7, 1959

Capital: 5.878 billion yen (March 2018)

Employees: 2,229 (March 2018)

Sales: 120 billion yen (March 2018)

Operating profit: 22.8 billion yen (March 2018)

Ordinary profit: 23.5 billion yen (March 2018)

Main products: Electronic component mounter
robots, machine tools

International locations: United States, Germany,
China, Brazil, etc

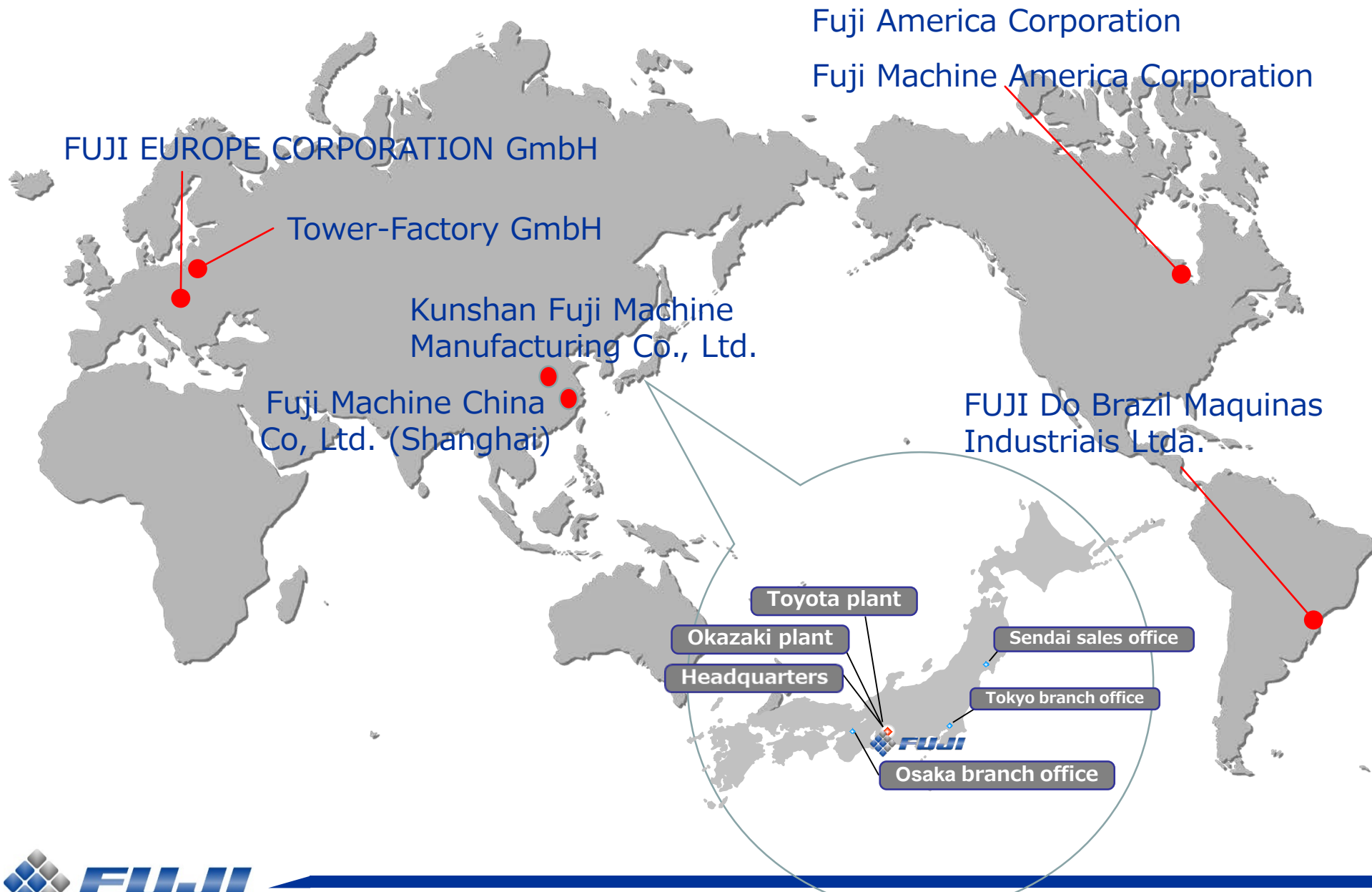


Headquarters (Chiryu city, Aichi prefecture)

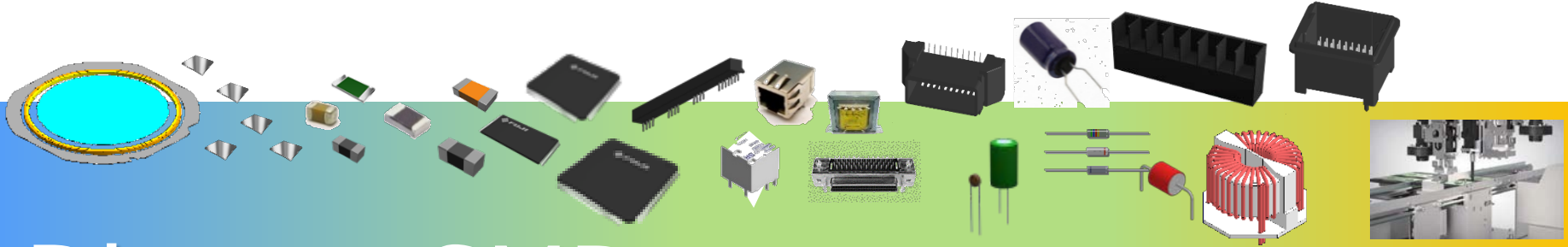
History

1959	Fuji Machine Manufacturing Co., Ltd. was established in the Nakagawa ward of Nagoya city
1970	Founded Fuji America Corporation in United States. (Currently a consolidated subsidiary)
1971	Developed NC automatic lathes
1978	Developed the automatic electric part insertion machine – BA
2003	Developed the Fuji Scalable Placement Platform – NXT
2010	Developed the Ultra High Density Atmospheric Pressure Plasma Unit - Tough Plasma
2013	Stock listed on the First Section of the Tokyo Stock Exchange
	Developed the modular production equipment - DLFn ("Dolphin") lathe module
2014	Opened a new factory in Kunshan, China
2016	Developed the Public Stocker System – Quist
	Developed the Mobility Support Robot - Hug
	Opened the complex "THANK"
2017	Developed the Compact Multijoint Robot – SmartWing
2018	Changed the company name from Fuji Machine Manufacturing Co., Ltd. to FUJI CORPORATION
	Made Fasford Technology Co., Ltd. formalized as a consolidated subsidiary

Japan and International Regional Offices



Robotic Solutions Division



Die

SMD

Insertion parts

Assembly



NXT

NXT
Fuji Scalable Placement Platform

AIMEX
AIMEX

sFAB-α

sFAB-D

SmartWing

The key system
for your smart factory

Nexim



Printer related



GPX-C

Plasma related



Tough Plasma

Logistics,
e-commerce related



Quist

Care related



Hug
Mobility Support Robot



NXT III

Fuji Scalable Placement Platform



Compact Multijoint Robot **SmartWing**

Uses coordinate correction technology
and vision processing technology
so that teaching work is not required.

AI makes setting up even easier



[1st step]
**Automatic
recognition of
workpieces**

[2nd step ~]

- The grasp position is assumed automatically
- Movements are generated automatically

Developing together with Japan's
premier data science company - Albert.

Albert
Analytical technology

Ultra High Density Atmospheric Pressure Plasma Unit **Tough Plasma** FPF20-GM

◆ World-class surface modification
Ultra High Density Atmospheric Pressure Plasma Unit



C-Touch & Display Shenzhen 2018
(2018/11/22~24 Venue: Shenzhen Convention and Exhibition Center)

Mobility Support Robot

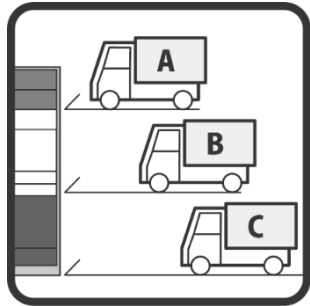


Mobility Support Robot

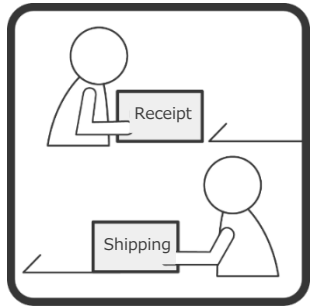


The Gerontech and Innovation Expo cum Summit 2018 (GIES2018)
(2018/11/22~25 Venue: Hong Kong Convention & Exhibition Centre)

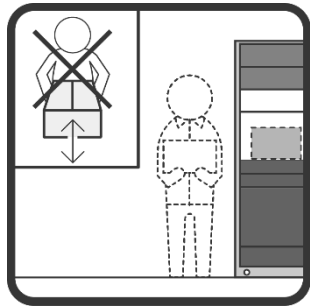
Public Stocker System **Qui:st**



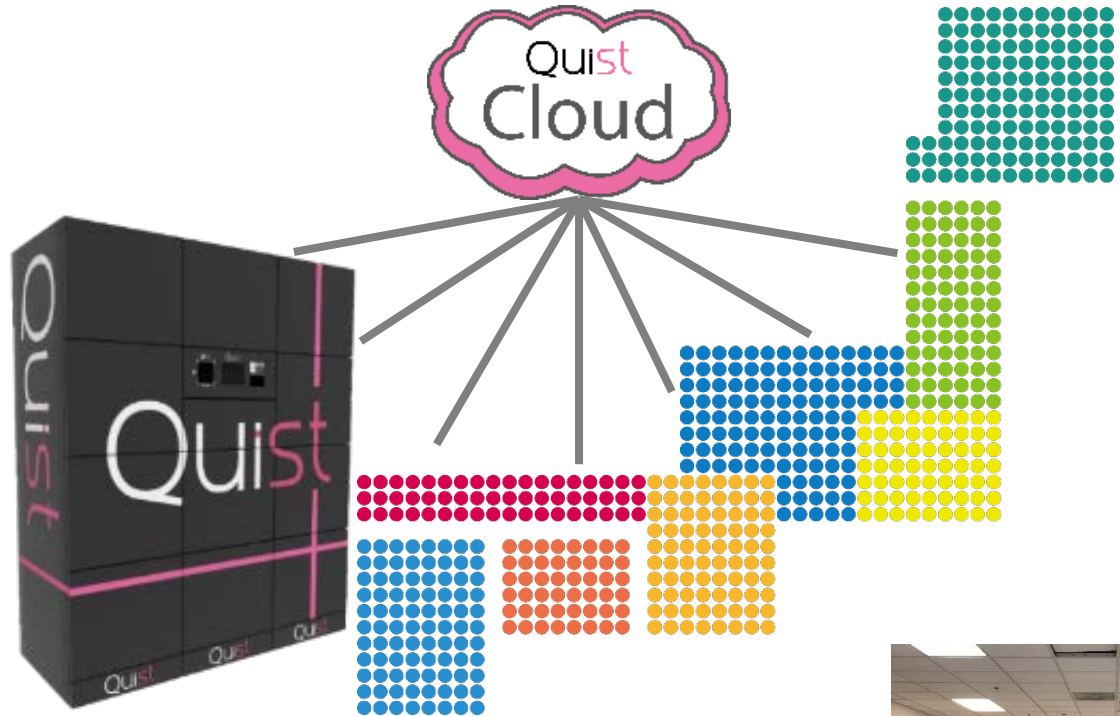
Multi-carrier



Multi-user



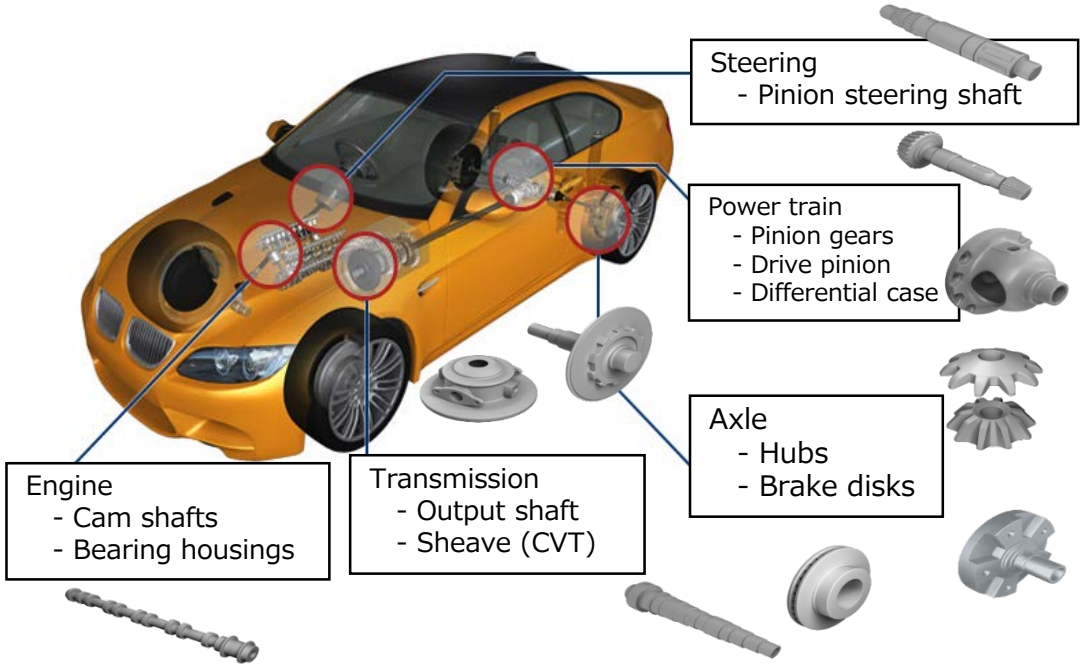
No operators



- ◆ Can be linked to systems from two major logistic carriers
- ◆ Participates in the CO2 emission reduction (redelivery reduction) project from Ministry of the Environment
- ◆ Industry top level dust and water protection (IP54)
- ◆ A field test with a startup in Silicon Valley in the U.S. that is working on automated driving was begun in January 2019.



Machine Tools Division



Front Facing Twin Spindle Lathe
CS SERIES

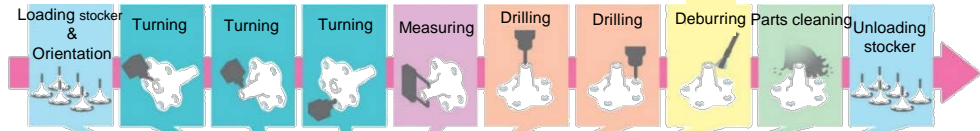


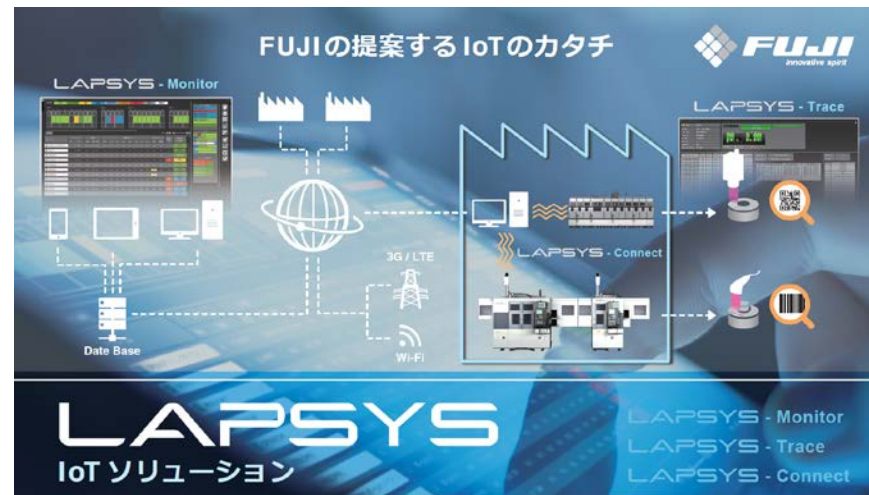
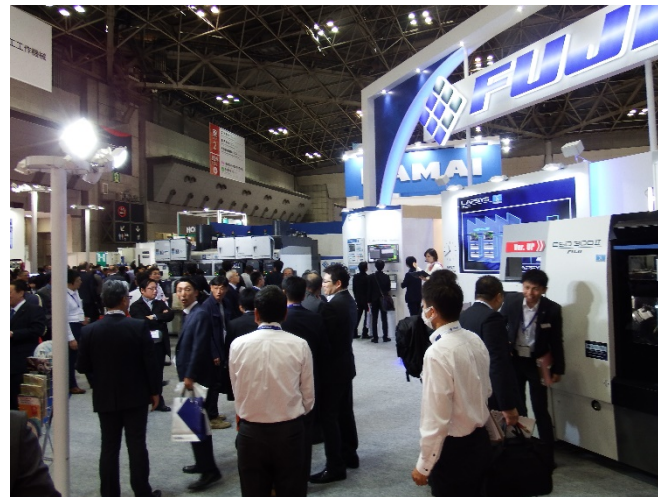
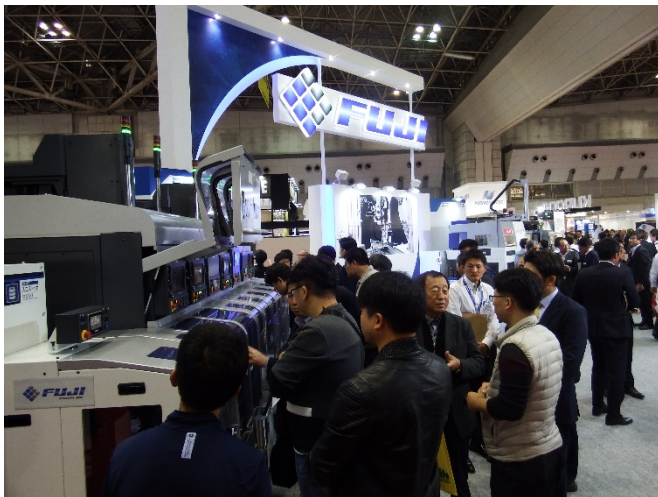
Modular Production Equipment



Horizontal CNC Lathe TN series

TN SERIES





『JIMTOF2018 (The 29th JAPAN INTERNATIONAL MACHINE TOOL FAIR)』

November 1 – November 6, 2018 Tokyo Big Sight (Tokyo International Exhibition Center)

CSR



Financial Summary

Note: For the Robotic Solutions Division, Fasford Technology Co., Ltd., which became a subsidiary of the company upon the acquisition of its stock in August 2018, is included in the consolidated results beginning this third quarter. For the order backlog in the consolidated forecasts, we have retroactively corrected the order backlog from the full-year results for the fiscal year ending March 2018, when joining this company began for the purpose of including the order backlog to our figures.

Financial Points

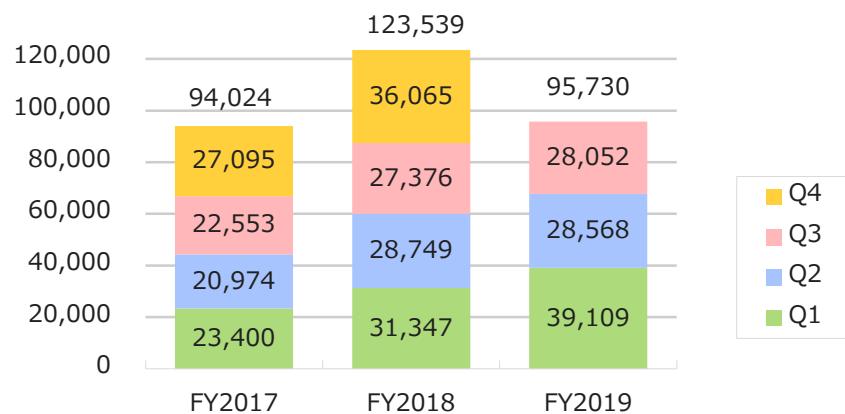
- Net sales have increased for both the Robotic Solutions Division and the Machine Tools Division compared with the corresponding period of the previous fiscal year.
- The operating profit has also increased for both divisions.
- Robotic Solutions Division: We have seen a cautious stance in capital investment in China. However, in Taiwan and India the demand for communication devices and infrastructure equipment is growing. The demand for server, automotive, and industrial equipment continues to show steady growth.
- Machine Tools Division: The demand centered on automotive related equipment in the Japan domestic, Chinese, and Southeast Asian markets remains steady.

Results for the Third Quarter Compared to 2018

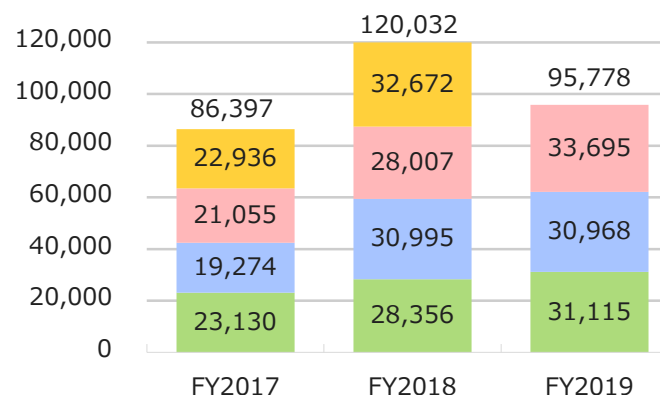
(Million yen)

	17.4-12 results	18.4-12 results	Compared to the same period last year	
			Amount	Ratio
Orders	87,473	95,730	+8,256	+9.4%
Sales	87,360	95,778	+8,418	+9.6%
Operating profit	16,005	17,785	+1,780	+11.1%
Ordinary profit	16,778	18,363	+1,584	+9.4%
Net profit for the period	12,643	13,309	+665	+5.3%

Orders

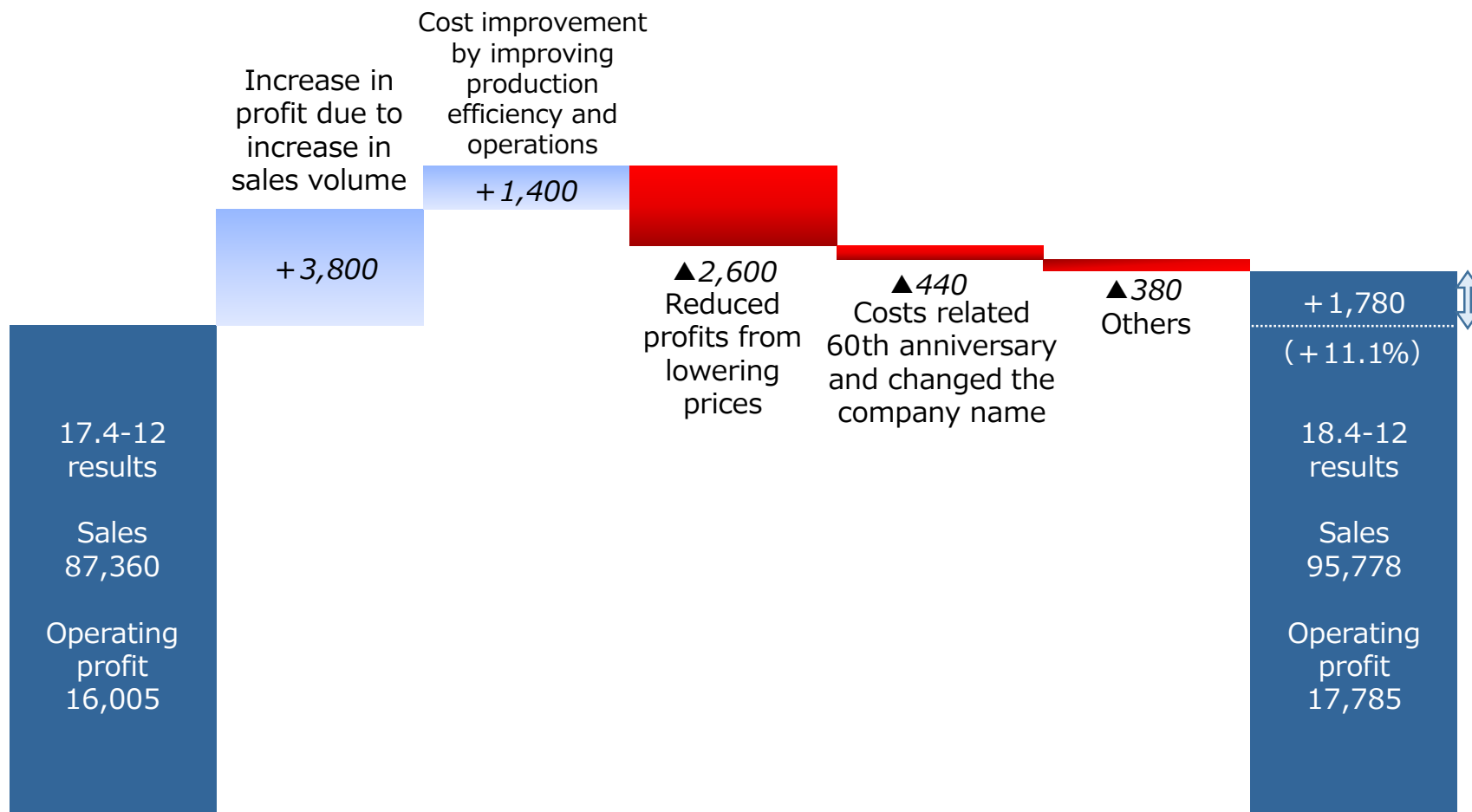


Sales



Operating Income Increase/Decrease Analysis

(Million Yen)

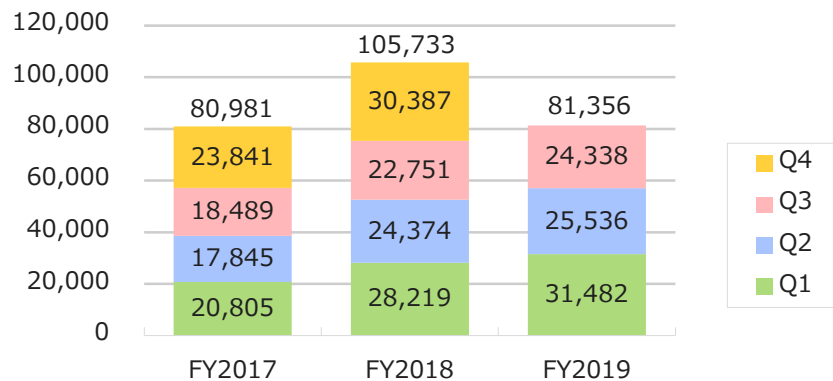


Robotic Solutions Division Results

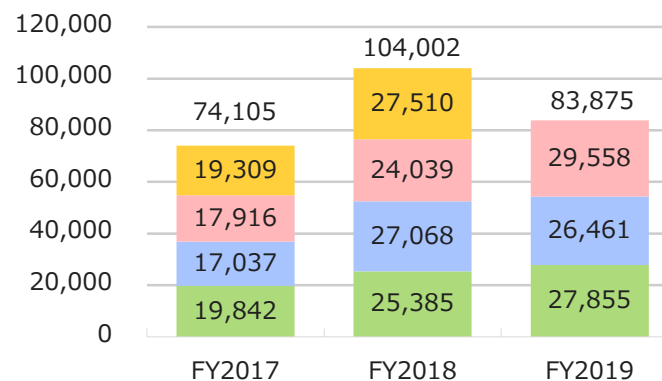
(Million yen)

	17.4-12 results	18.4-12 results	Compared to the same period last year	
			Amount	Ratio
Orders	75,345	81,356	+6,010	+8.0%
Sales	76,492	83,875	+7,382	+9.6%
Operating profit	18,260	19,719	+1,458	+8.0%
Order backlog	15,040	22,100	+7,059	+46.9%

Orders

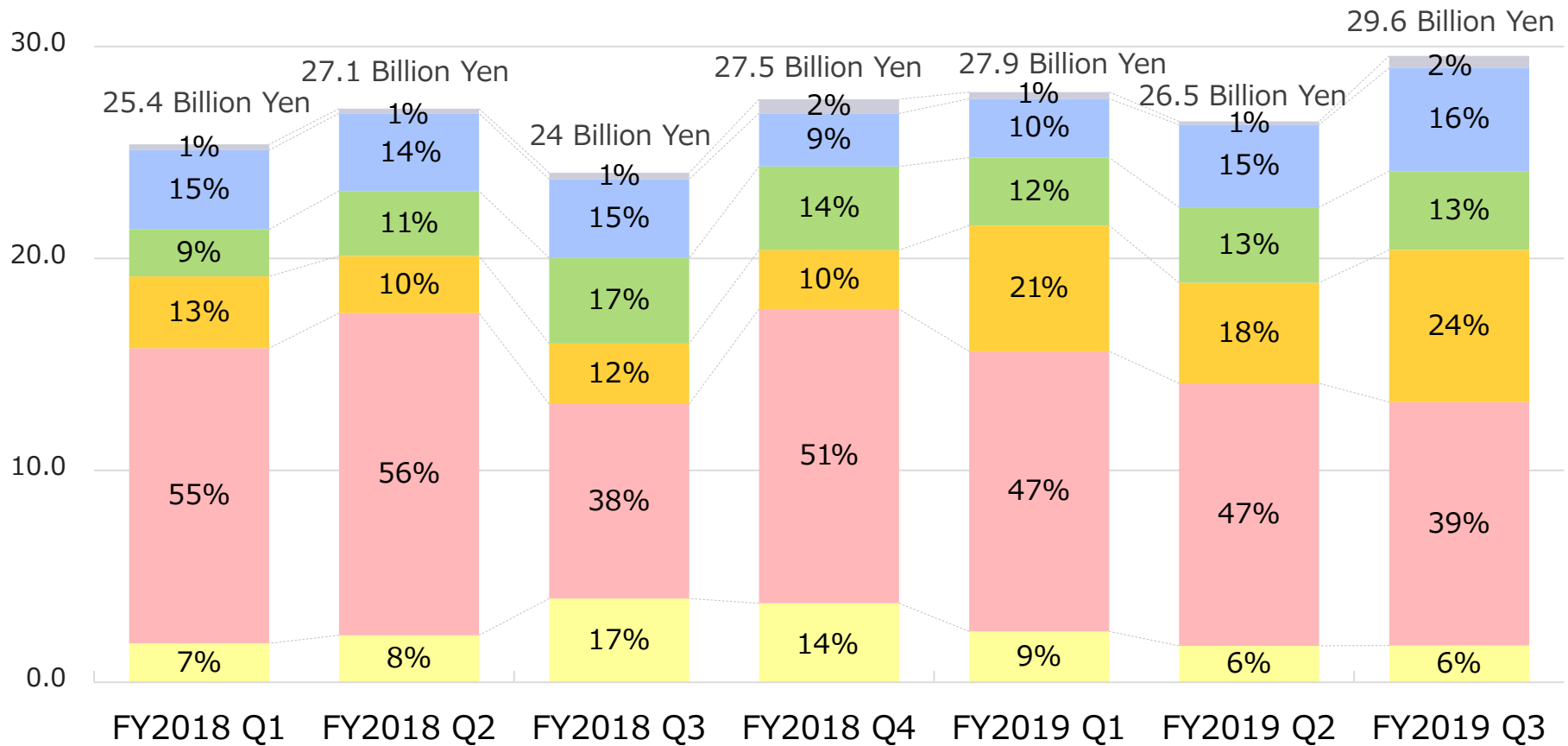


Sales

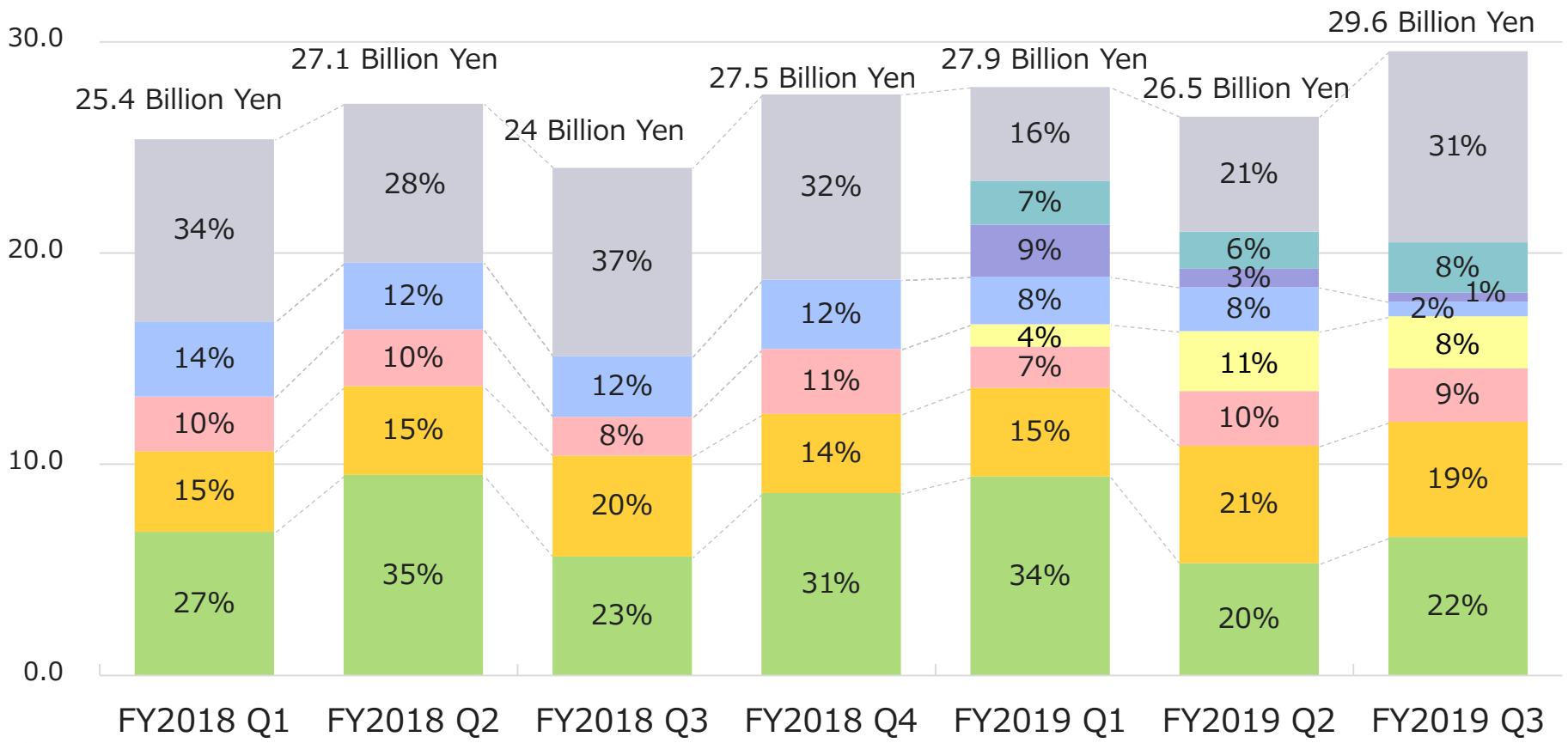


Robotic Solutions Division Sales Trends by Region

■ Japan
 ■ China
 ■ Asia except China
 ■ Europe
 ■ North America
 ■ Other

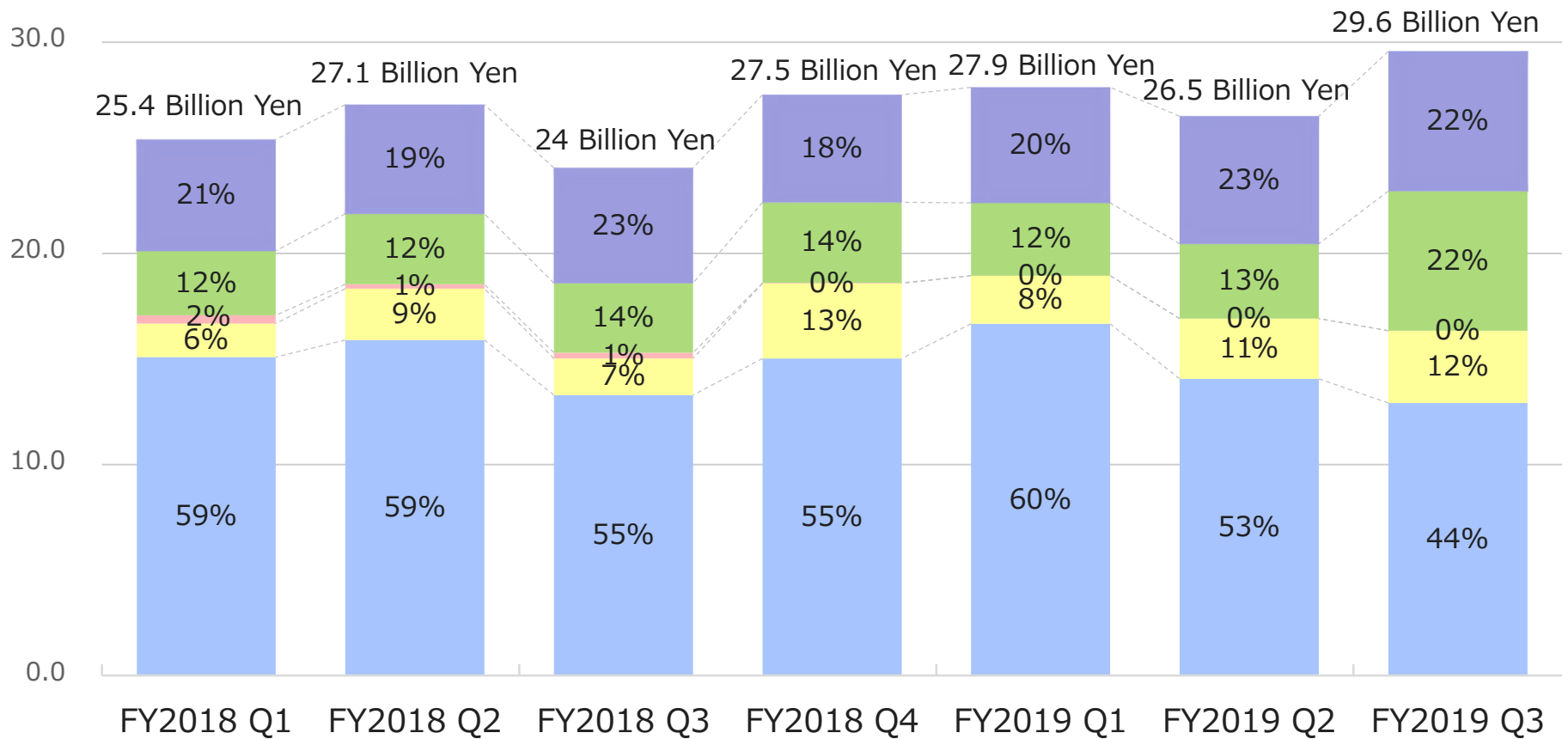


Robotic Solutions Division Sales by Sector



Robotic Solutions Division Sales Trends by Machine Type

- High-speed mounters:NXT series
- General purpose mounters:AIMEX series
- Medium speed mounters:XPF series
- Related items:SC feeders, etc
- Parts, modifying,repairing

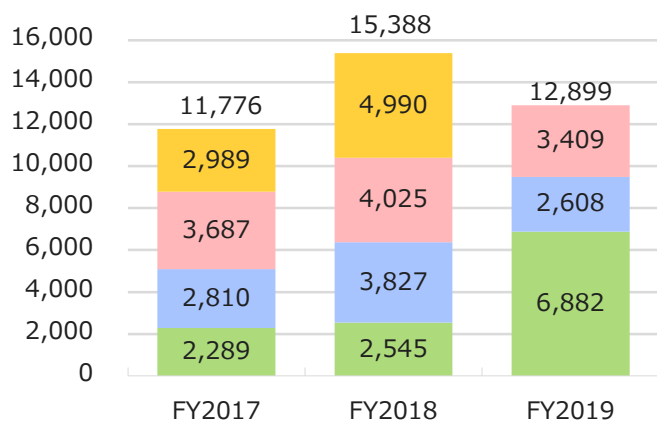


Machine Tools Division Results

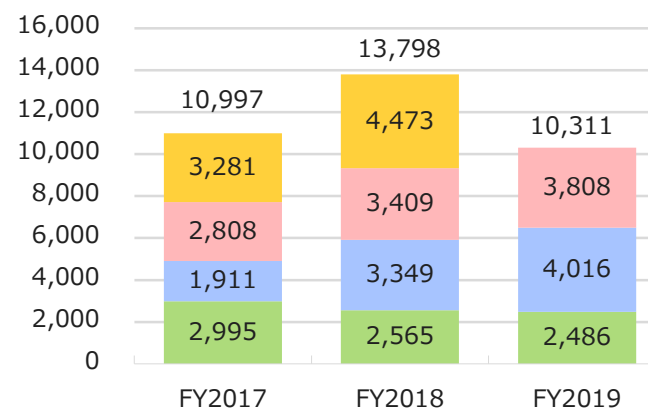
(Million yen)

	17.4-12 results	18.4-12 results	Compared to the same period last year	
			Amount	Ratio
Orders	10,398	12,899	+2,501	+24.1%
Sales	9,324	10,311	+986	+10.6%
Operating profit	305	841	+536	+175.8%
Order backlog	8,727	11,833	+3,105	+35.6%

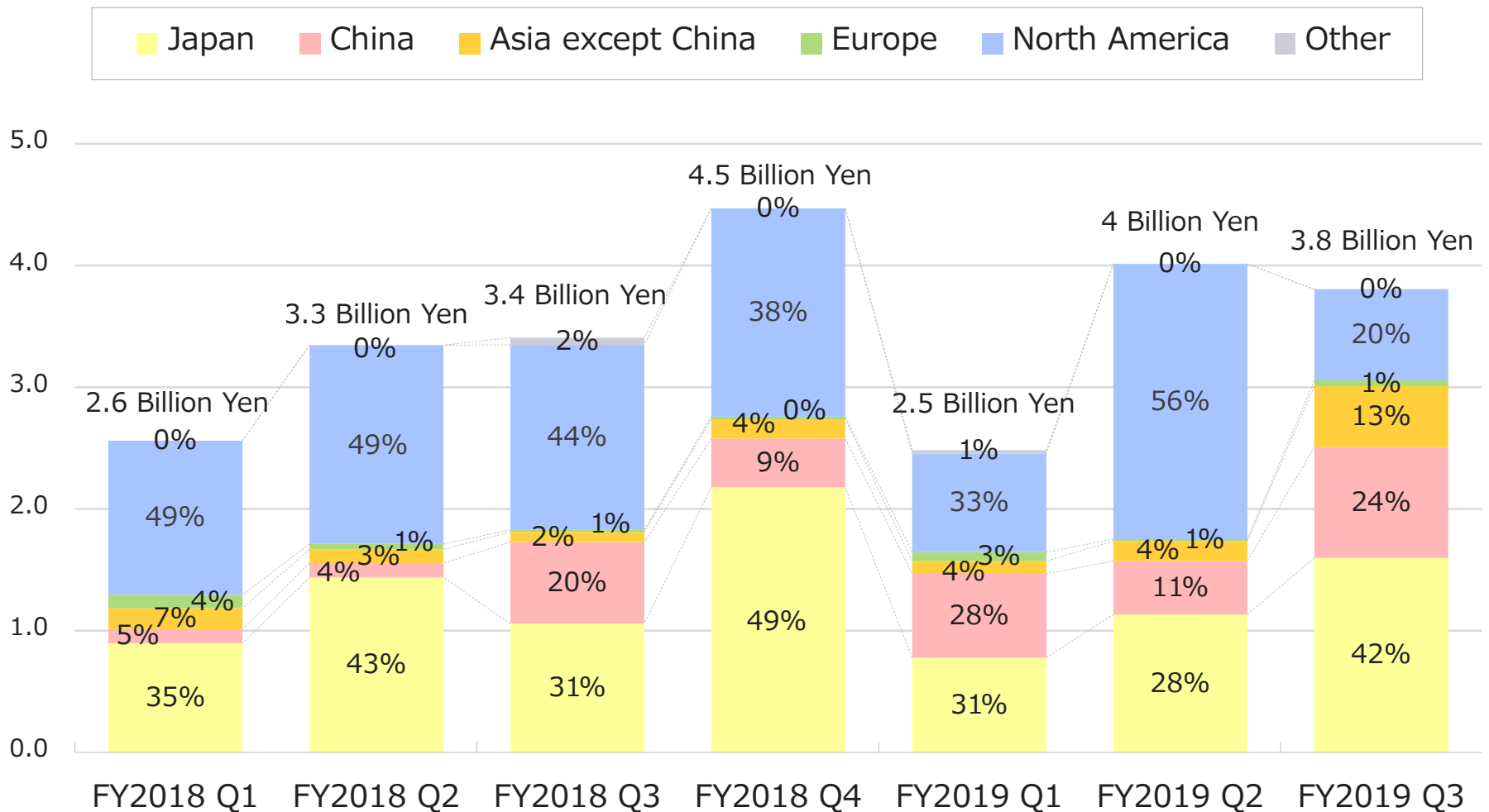
Orders



Sales

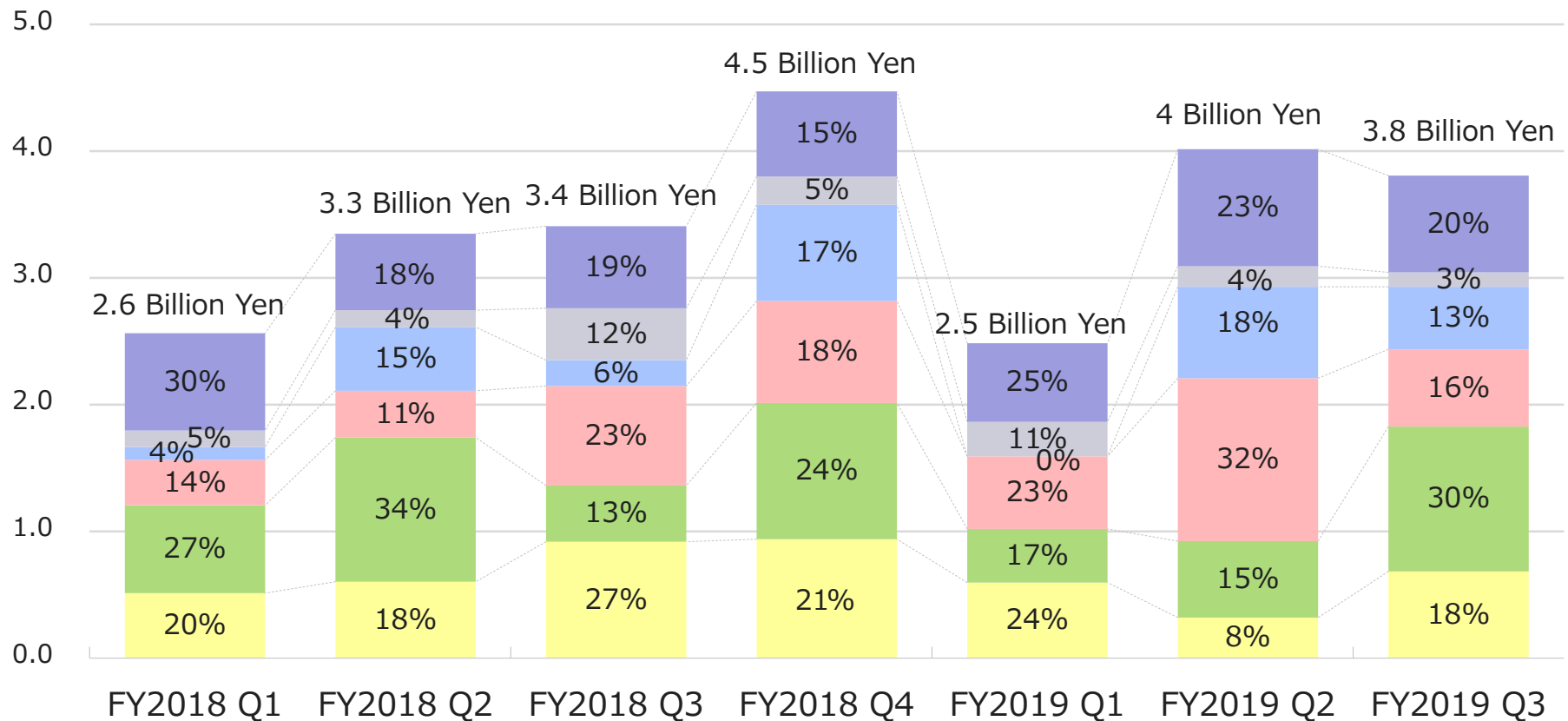


Machine Tools Division Sales Trends by Region



Machine Tools Division Sales Trends by Machine Type

■ AN series
 ■ TN series
 ■ CS series
 ■ DLF n
 ■ Other
 ■ Parts, modifying, repairing



Financial Forecast for FY2019

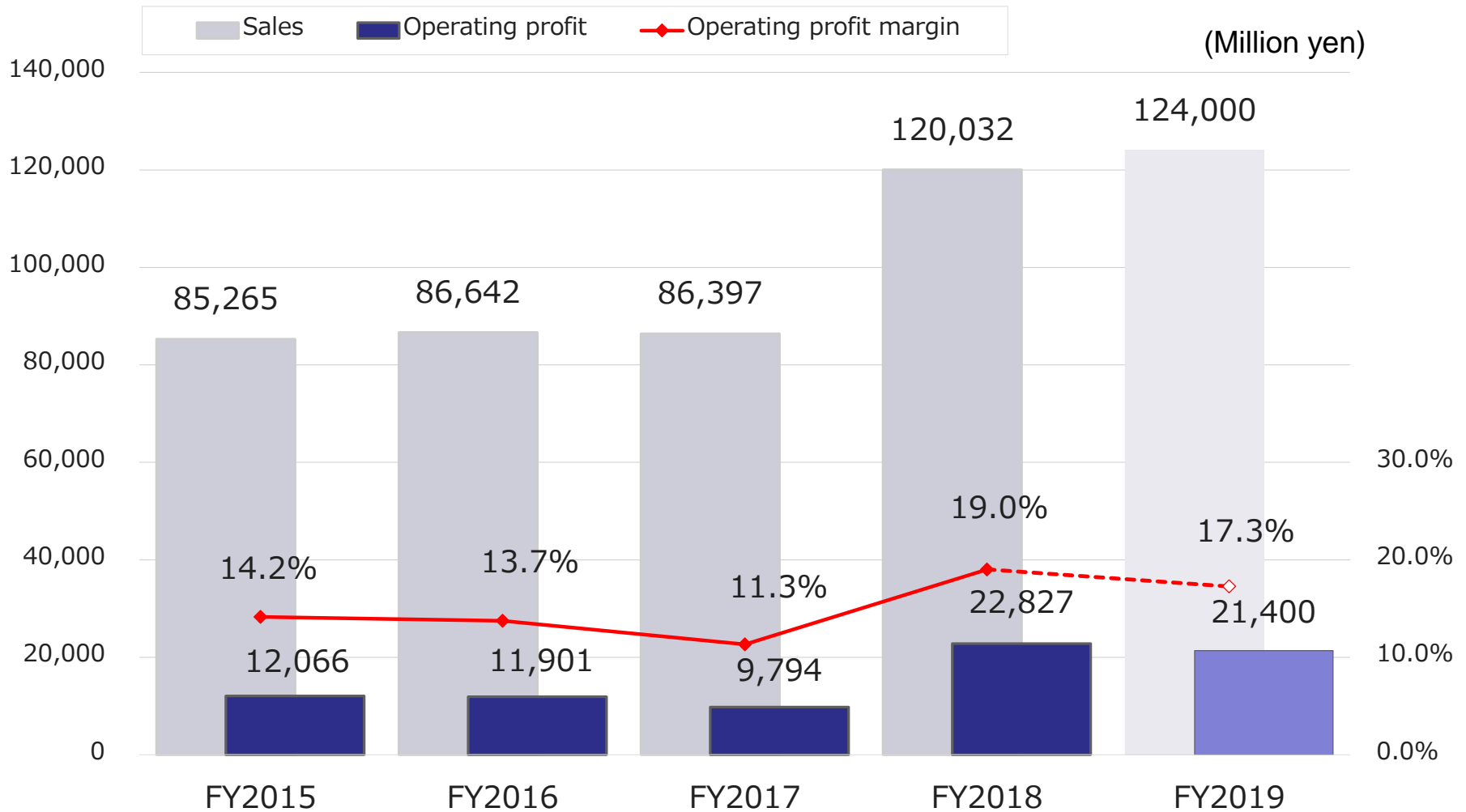
Consolidated Results Forecasts

- No changes from forecast released November 8, 2018

(Million yen)

	FY2018 financial results	Forecast for FY2019		
			Compared to same period last year	
			Amount	Ratio
Orders	123,539	125,000	+1,460	+1.2%
Sales	120,032	124,000	+3,967	+3.3%
Operating profit	22,827	21,400	▲1,427	▲6.3%
Operating profit margin	19.0%	17.3%	-	-
Ordinary profit	23,538	22,000	▲1,538	▲6.5%
Net profit for the period	17,523	15,800	▲1,723	▲9.8%

Consolidated Sales and Operating Profit



Forecast of Orders and Sales for Segments

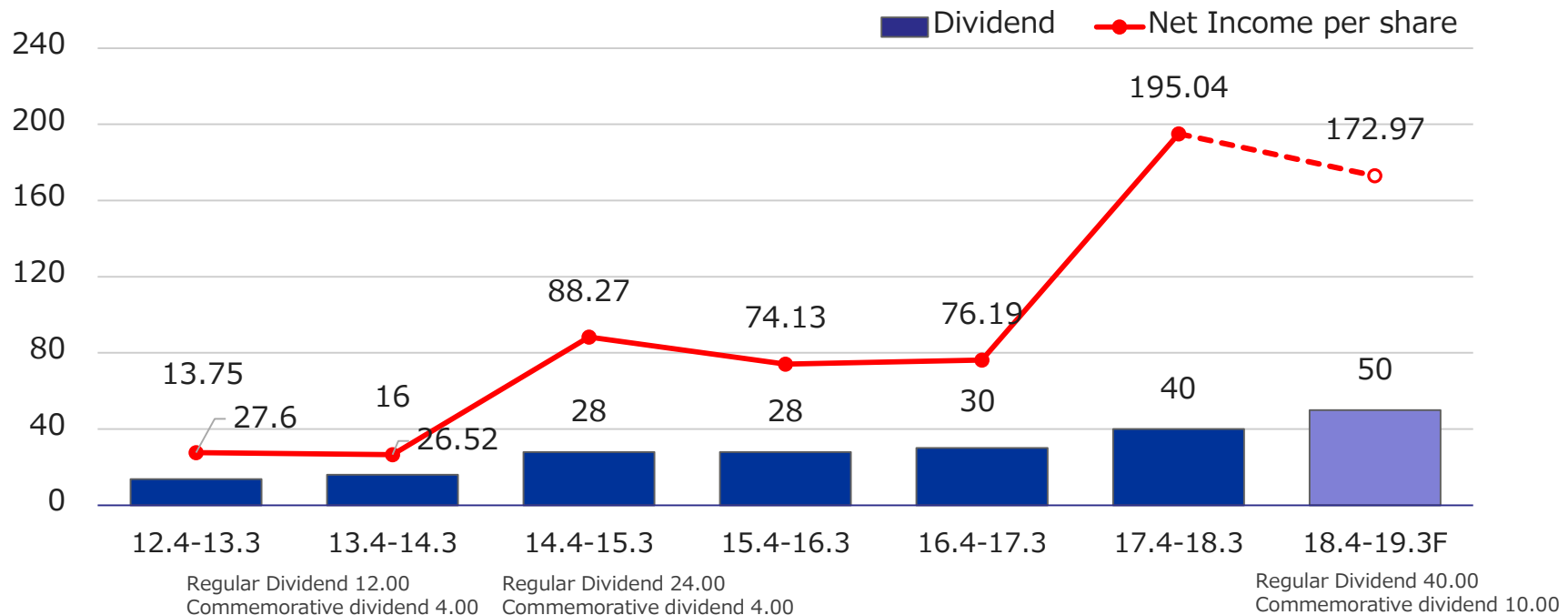
- No changes from forecast released November 8, 2018

(Million yen)

		FY2018 financial results	Forecast for FY2019		
			Compared to same period last year		
			Amount	Ratio	
Robotic Solutions	Orders	105,733	108,000	+2,266	+2.1%
	Sales	104,002	108,000	+3,997	+3.8%
	Order backlog	24,619	24,619	±0	-
Machine Tools	Orders	15,388	15,000	▲388	▲2.5%
	Sales	13,798	14,000	+202	+1.5%
	Order backlog	9,244	10,244	+1,000	+10.8%
Others	Orders	2,417	2,000	▲417	▲17.3%
	Sales	2,231	2,000	▲231	▲10.4%
	Order backlog	322	322	±0	-

Net Income Per Shares for the Current Period and Dividend Per Share

(Yen)



	12.4-13.3	13.4-14.3	14.4-15.3	15.4-16.3	16.4-17.3	17.4-18.3	18.4-19.3F
Payout Ratio	49.8%	60.3% (45.2%)	31.7% (27.2%)	37.8%	39.4%	20.5%	28.9% (23.1%)

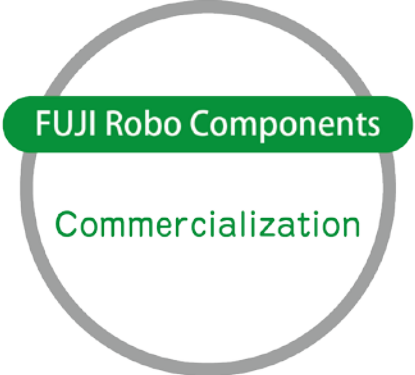
() Payout ratio for regular dividend

Note: On January 1, 2013 a stock split of 2 for 1 ordinary shares was executed.

Calculated supposing this stock split was performed at the beginning of the FY ending 2013 March.

The Growth Strategy

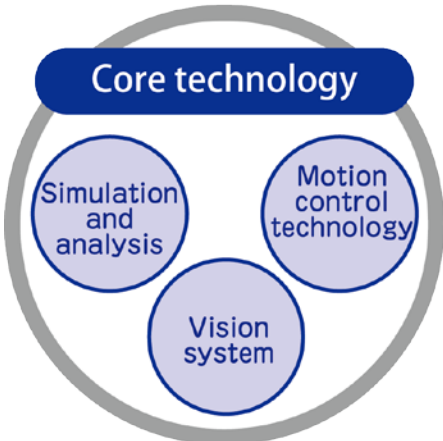
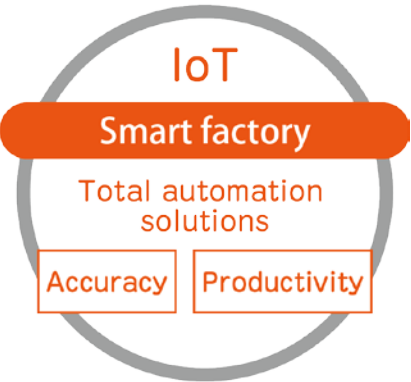
World-leading Robot Manufacturer



Creating new value with robotics ↗

Robotic Solutions (robotic mounters) ↗ Semiconductor manufacturing equipment

Machine Tools (incl. robotic material handling) ↗

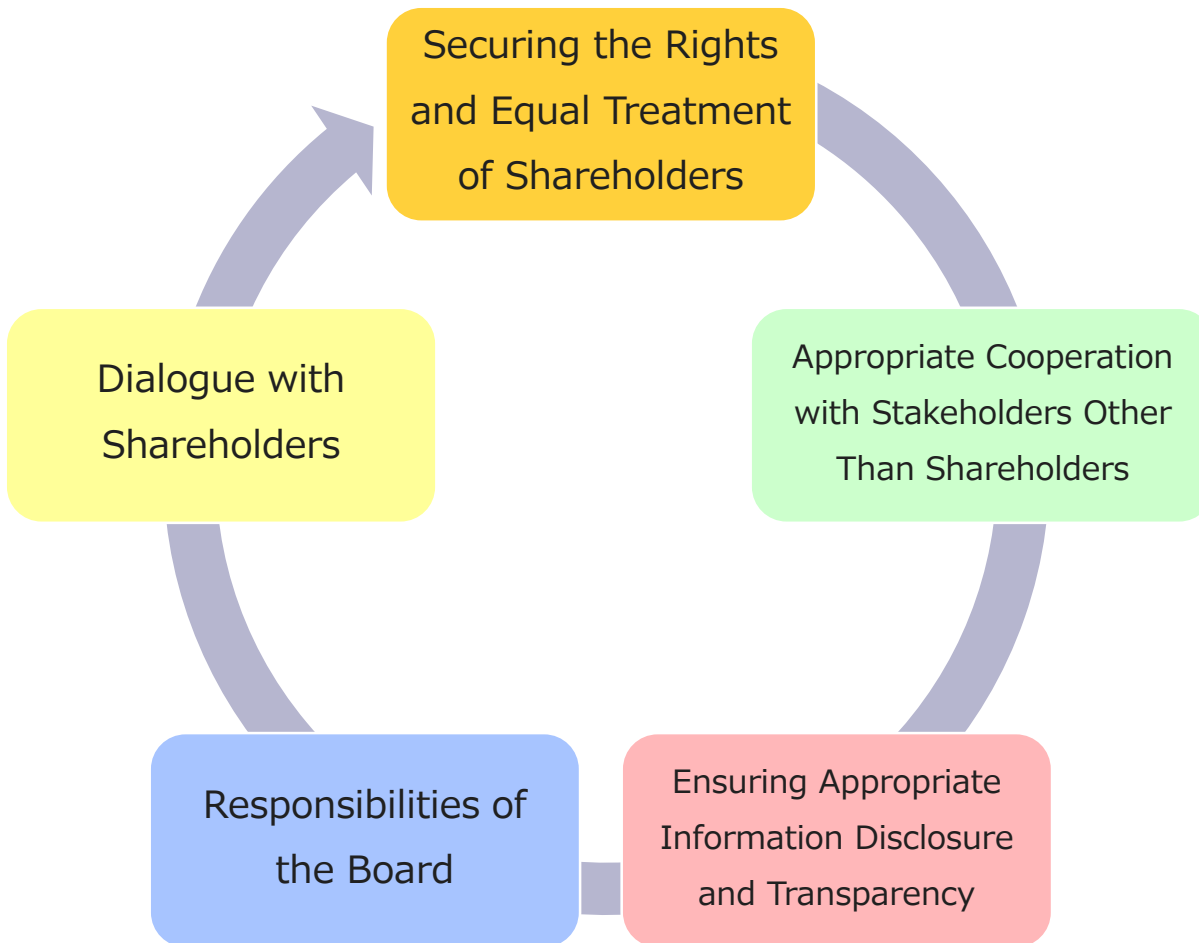


Effective use of resources and speedy management

- Strengthen Sales Capacity
- Research and Development
- Manufacturing Alliance
- M&A
- Capital Participation
- Technology partnership

Corporate Governance Code

FUJI is improving corporate value based on Corporate Governance Code.



1. Securing the rights and equal treatment of shareholders

- Information disclosed in English
- Electric disclosure of notice calling a general shareholders meeting beforehand

2. Appropriate cooperation with stakeholders other than shareholders

- Ensure diversity including empowering female employees
- Establish bonds with suppliers and local communities
- Ensure a lively working environment

3. Ensuring appropriate information disclosure and transparency

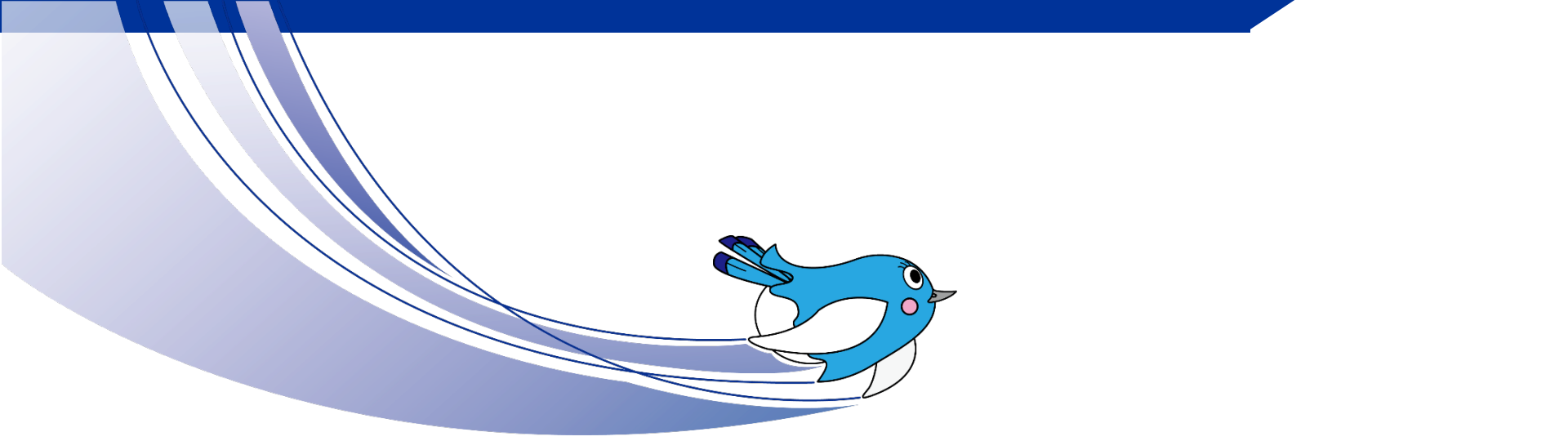
- Disclose information by corporate governance reports
- Disclose information on website in an appropriate and timely manner

4. Responsibilities of the board

- Timely decision making by the board and quick management and clear responsibilities by executive officers
- Independent outside directors play active roles

5. Dialogue with shareholders

- Regular IR/SR meetings



FUJI robots lead the way

Important Note About This Document

When we were preparing this material, we were careful to ensure accuracy, but we do not guarantee completeness. We accept no liability whatsoever for problems or damages that may arise as a result of the information in this document.

Performance forecasts and future predictions in this document are the results of estimates based on the information available at the time of the preparation of this document, and therefore include an element of risk and uncertainty. As a result, due to various factors such as changes in the business environment, actual results may differ significantly from the forecasts, outlook, and forward-looking statements mentioned or described.

FUJI CORPORATION