

# First Quarter for Fiscal Year Ending March 2020 Financial Result Briefing

## FUJI CORPORATION



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- Company Overview
- Financial Summary
- Financial Forecast for FY2020

# Company Overview

# About FUJI (March 2019)

Established: April 7, 1959

Capital: 5.878 billion yen

Employees: 2,449

Sales: 129 billion yen

Operating profit: 23.1billion yen

Ordinary profit: 23.4billion yen

Main products: Electronic component mounter robots,  
machine tools

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

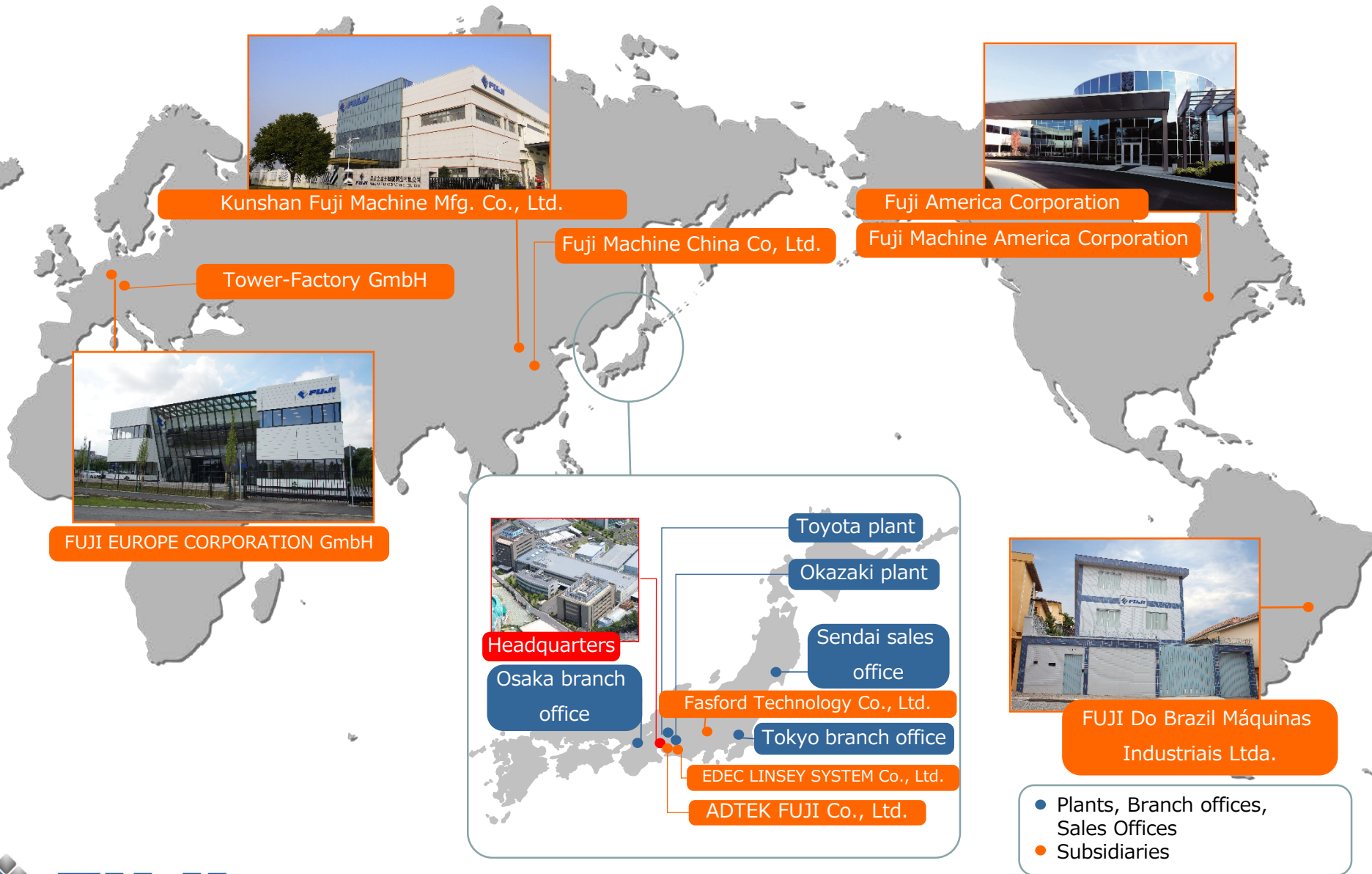


Headquarters (Chiryu city, Aichi prefecture)

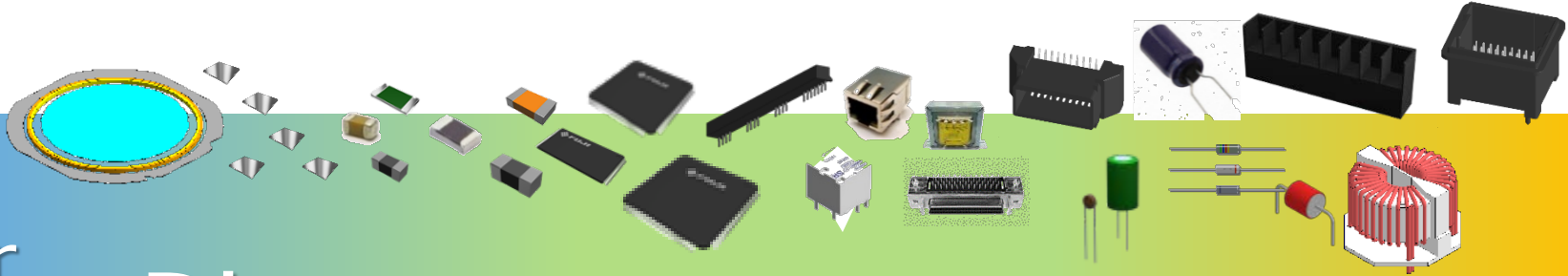
# History

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
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

# Worldwide Operations



# Robotic Solutions Division



Solder printing

Die

SMD

Insertion parts



GPX-C

NXT-H

NXT III  
Fuji Scalable Placement Platform

AIMEX III  
AIMEX III C

sFAB-α

sFAB-D

Light work robot

Plasma processing equipment

Delivery locker system

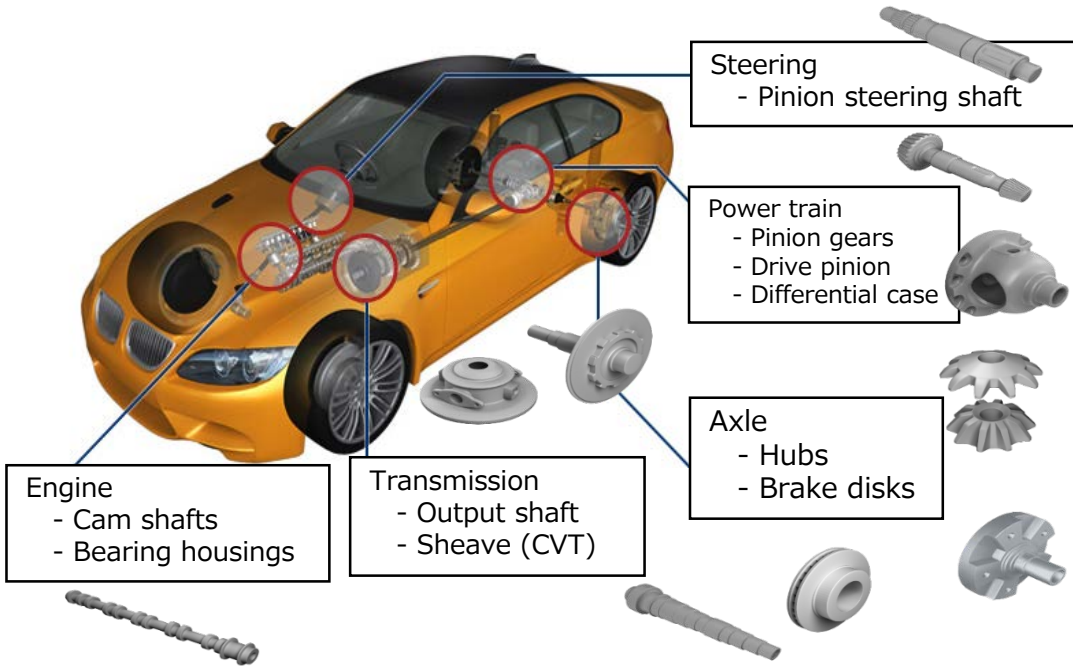
Nursing care robots



Tough Plasma



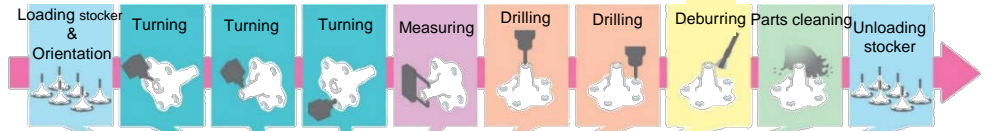
# Machine Tools Division



Front Facing Twin Spindle Lathe  
**CS SERIES**



Modular Production Equipment



Horizontal CNC Lathe TN series

**TN SERIES**





# Financial Summary

Note: 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 in the third quarter of the fiscal year ending May 31st and beyond.

# Financial Points

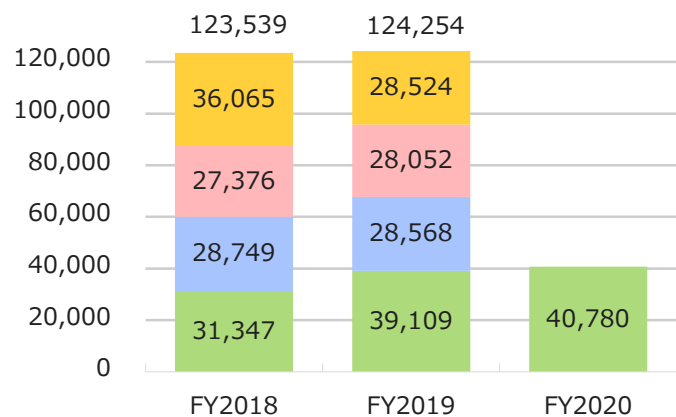
- With the sense of uncertainty about the future of the world economy, some users demonstrate prudent spending in capital investment. A drop in selling prices is also seen with more intense price competition.
- Robotic Solutions Division  
Demands driven from smartphones and 5G infrastructure business show steady growth while sales in particular regions and industries show stagnation.
- Machine Tools Division  
North America markets take a cautious stance in capital investment while sales in Japan and Southeast Asia show increases.

# Results for the First Quarter Compared to 2019

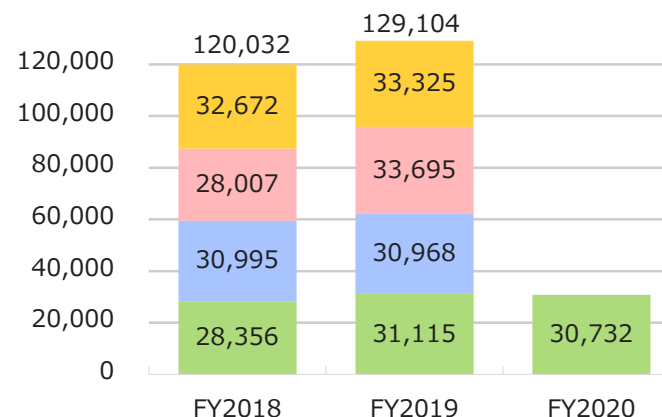
(Million yen)

	Q1 2018 results	Q1 2019 results	Compared to the same period last year	
			Amount	Ratio
Orders	39,109	40,780	+1,671	+4.3%
Sales	31,115	30,732	▲382	▲1.2%
Operating profit	5,775	4,841	▲934	▲16.2%
Ordinary profit	6,083	4,896	▲1,187	▲19.5%
Net profit for the period	4,330	4,053	▲276	▲6.4%

Orders

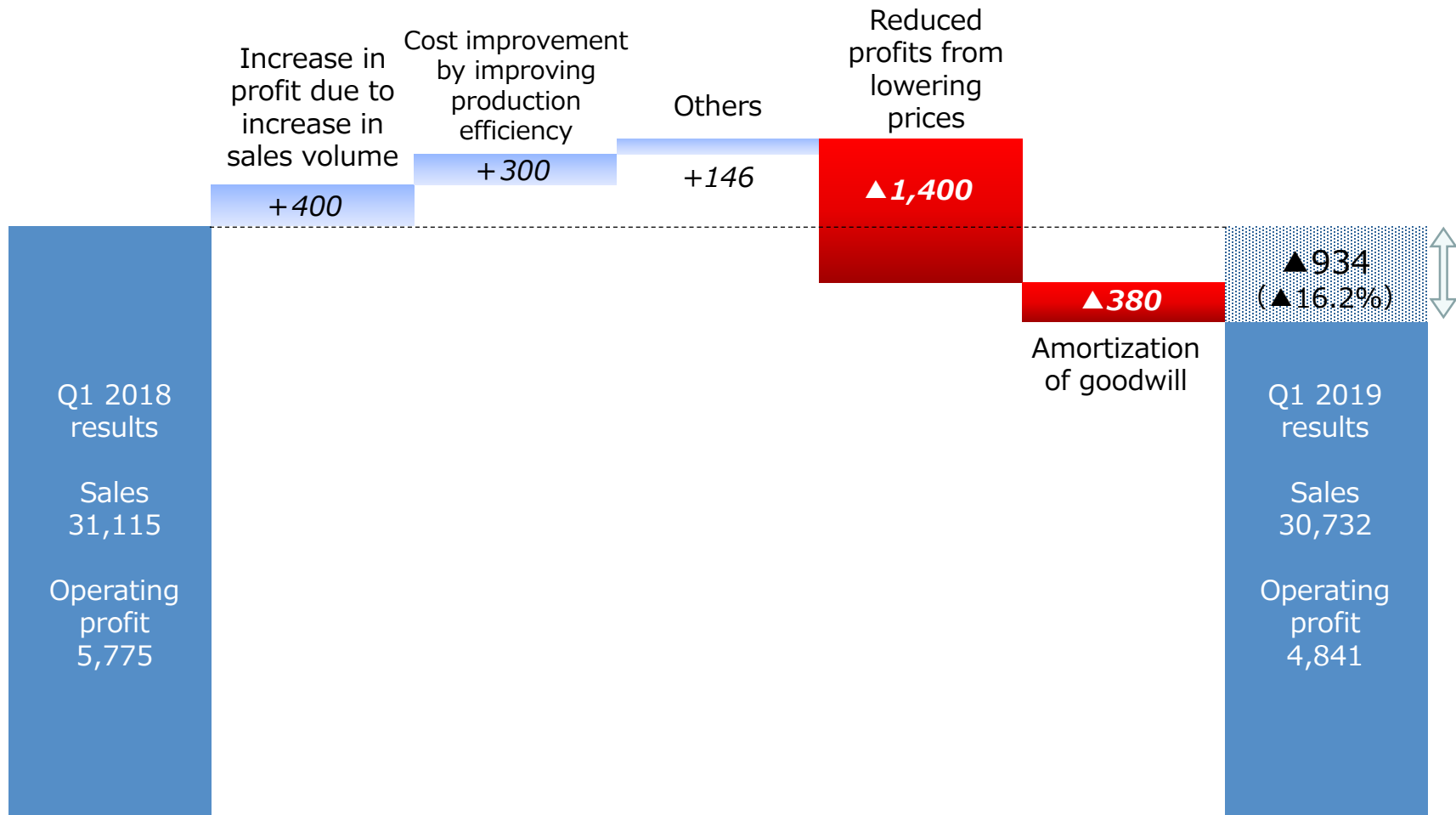


Sales



# Operating Income Increase/Decrease Analysis

(Million Yen)



# Robotic Solutions Division Results

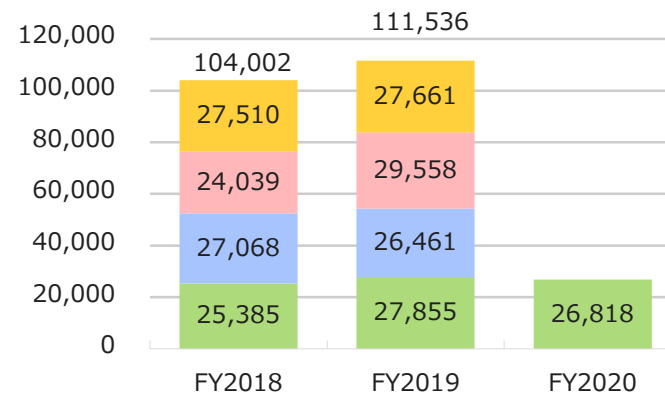
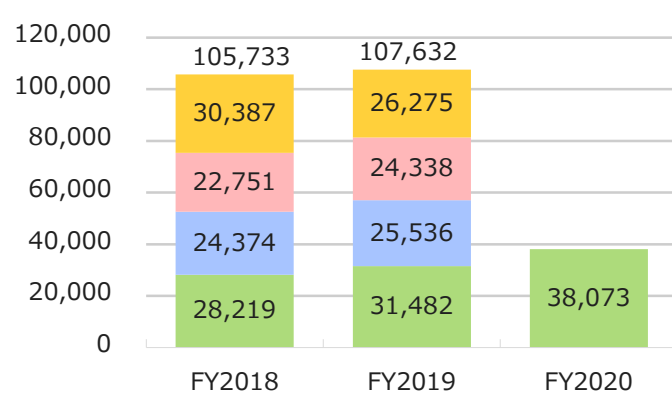
(Million yen)

	Q1 2018 results	Q1 2019 results	Compared to the same period last year	
			Amount	Ratio
Orders	31,482	38,073	+6,591	+20.9%
Sales	27,855	26,818	▲1,036	▲3.7%
Operating profit	6,847	5,419	▲1,427	▲20.9%
Order backlog	25,213	28,937	+3,724	+14.8%

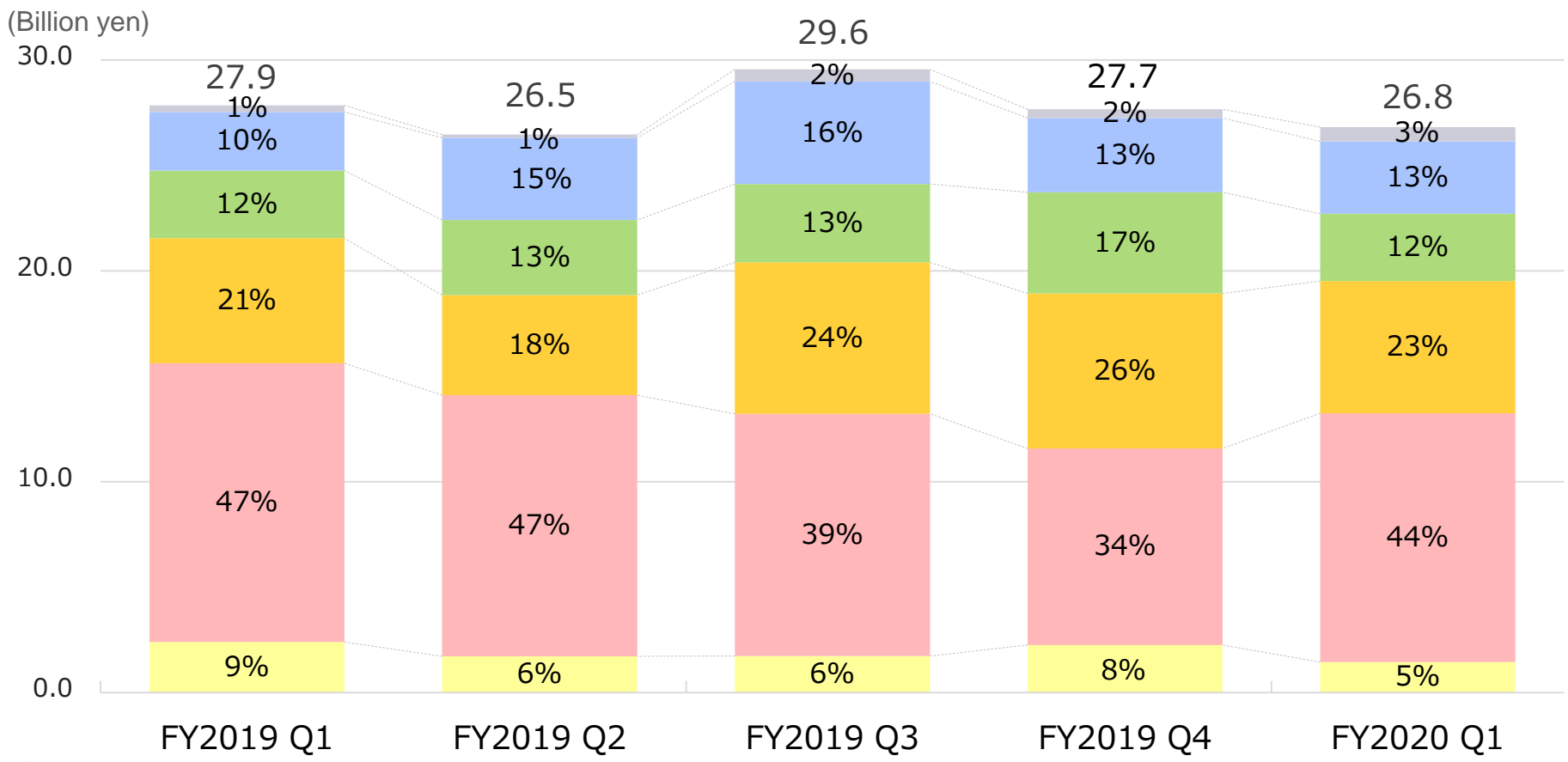
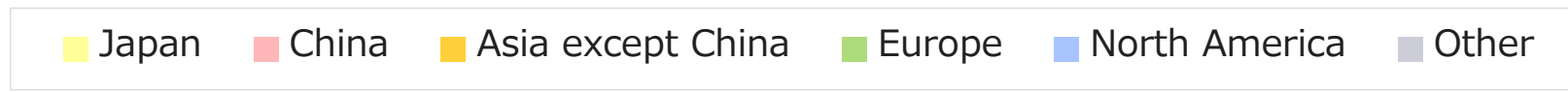
Note: For the order backlog in the first quarter of the fiscal year ending in March 2019, we have retroactively corrected the order backlog from Fasford Technology Co., Ltd. at the start of the consolidation of the company.

Orders

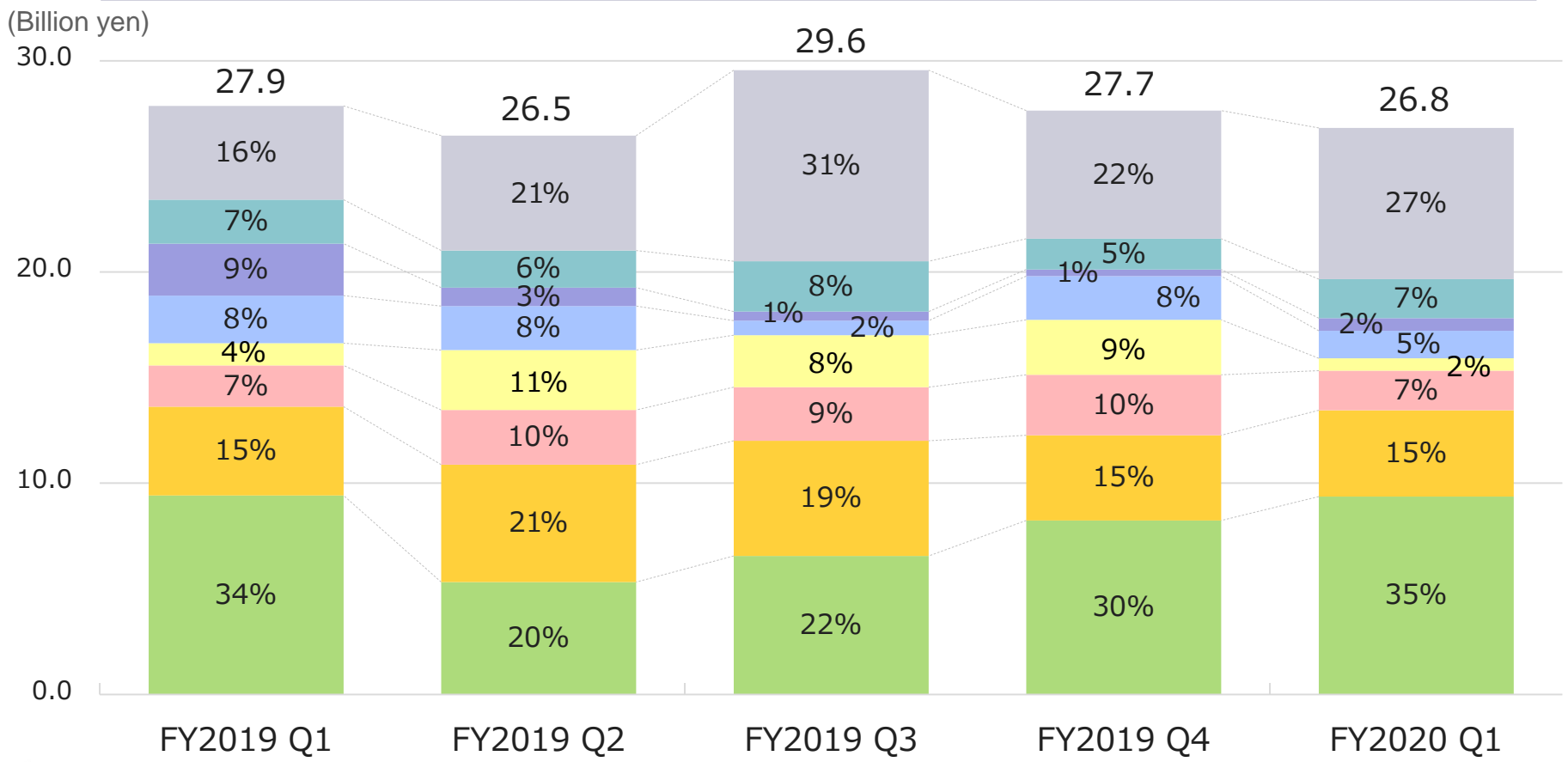
Sales



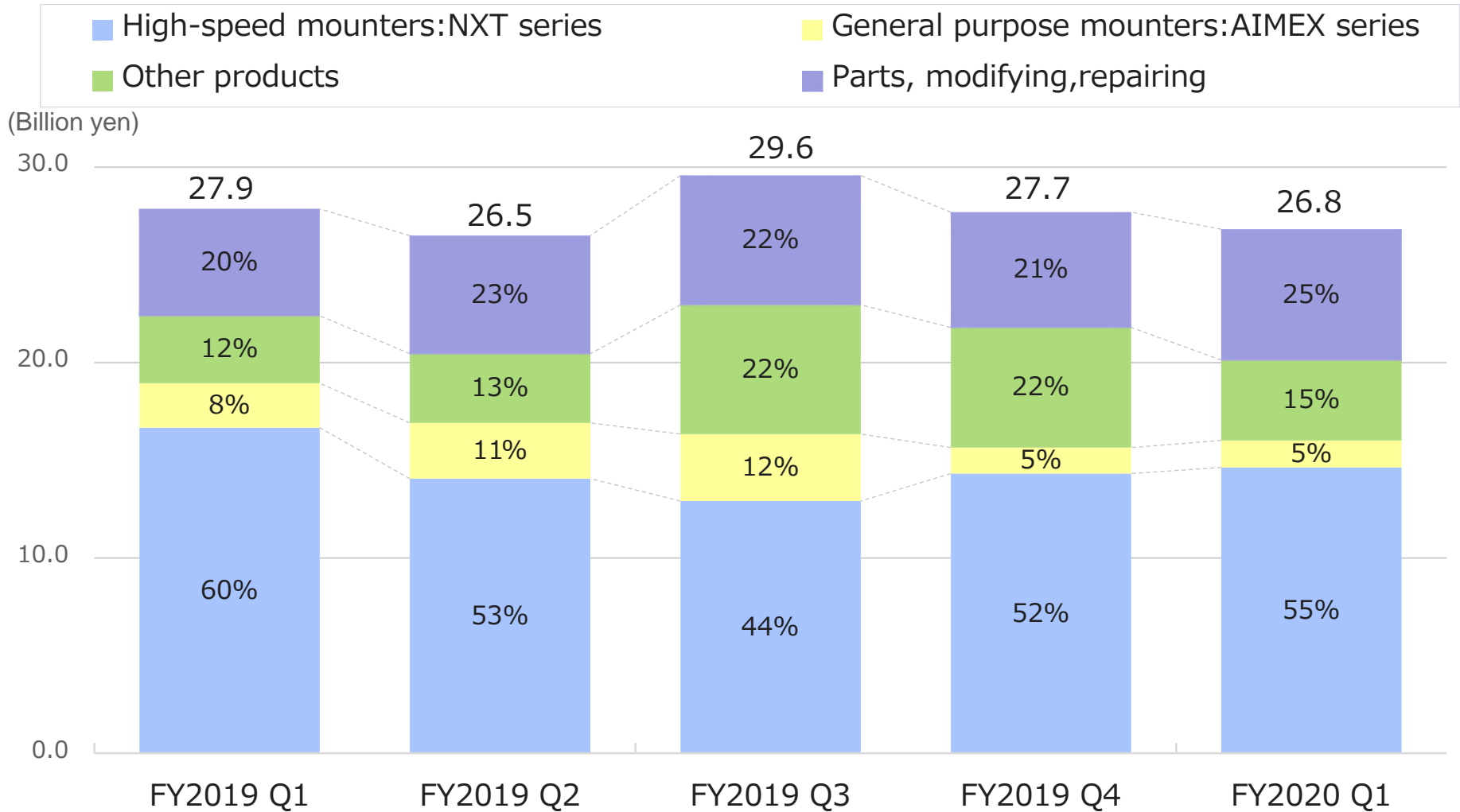
# Robotic Solutions Division Sales Trends by Region



# Robotic Solutions Division Sales by Sector



# Robotic Solutions Division Sales Trends by Machine Type



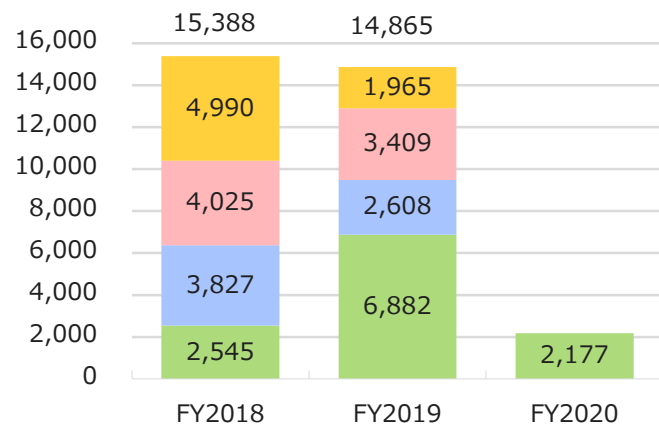


# Machine Tools Division Results

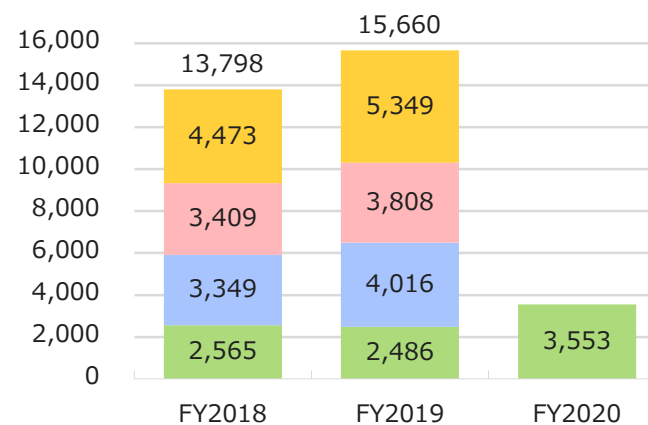
(Million yen)

	Q1 2018 results	Q1 2019 results	Compared to the same period last year	
			Amount	Ratio
Orders	6,882	2,177	▲4,704	▲68.4%
Sales	2,486	3,553	+1,067	+42.9%
Operating profit	166	197	+31	+18.7%
Order backlog	13,641	7,073	▲6,567	▲48.1%

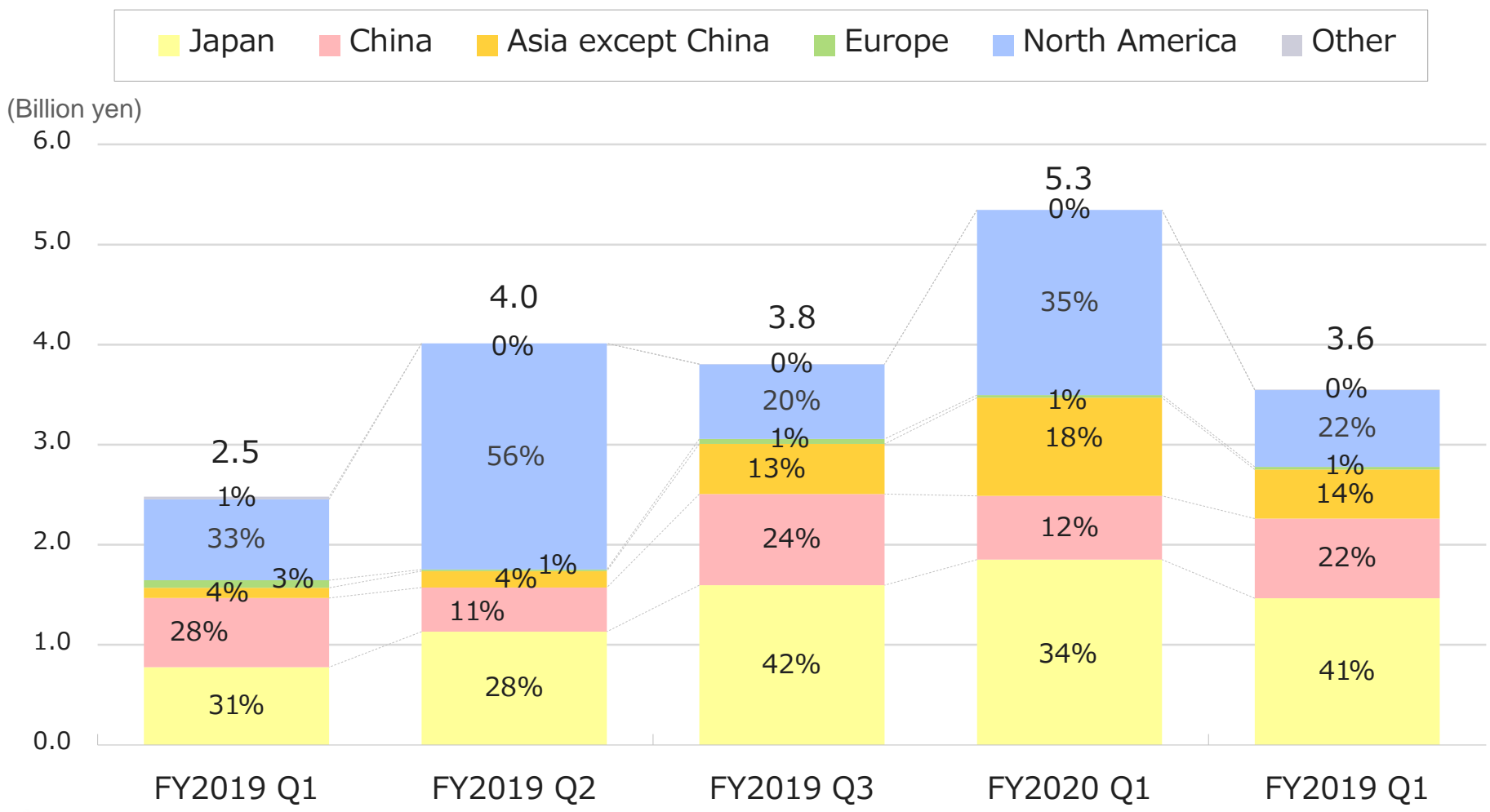
Orders



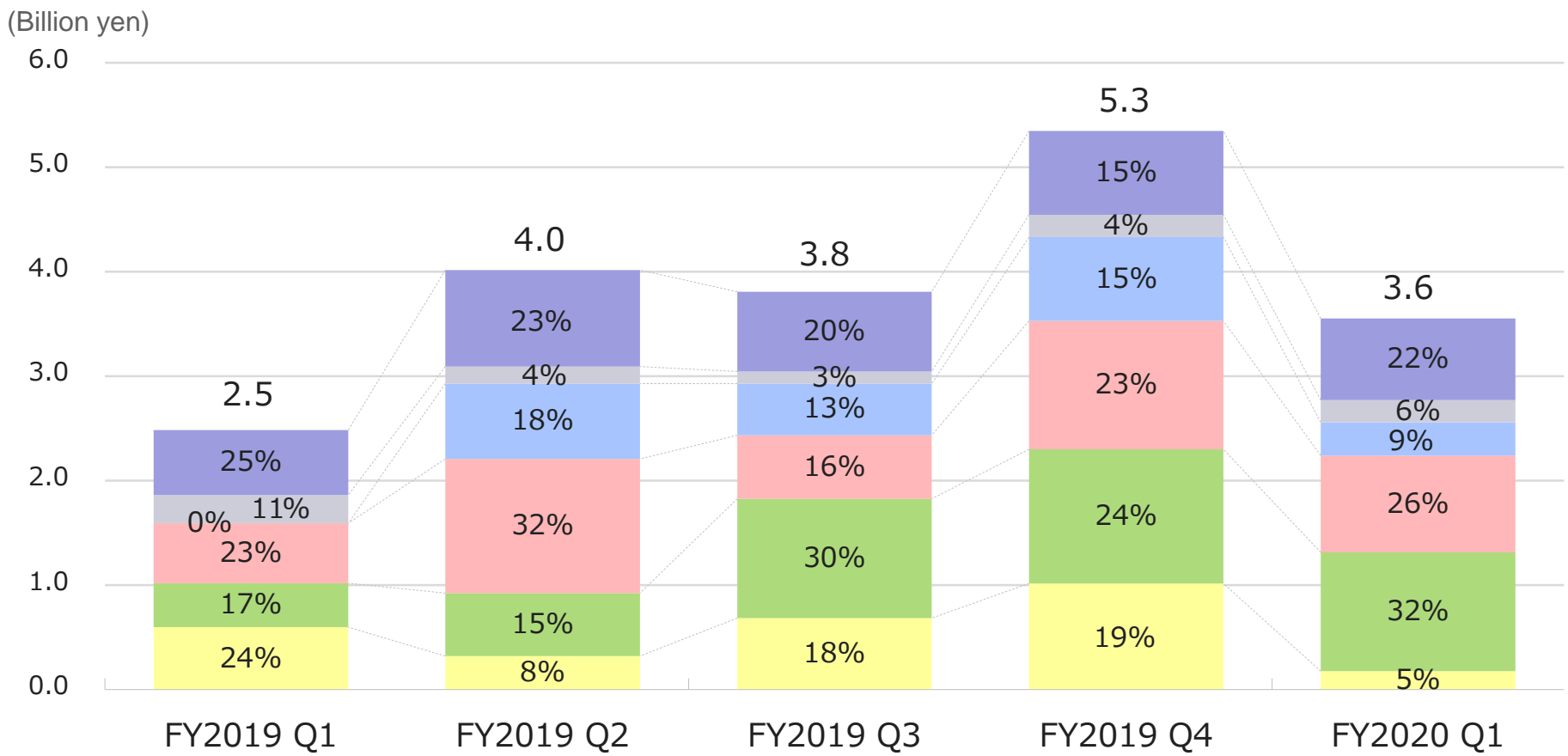
Sales



# Machine Tools Division Sales Trends by Region



# Machine Tools Division Sales Trends by Machine Type



# Financial Forecast for FY2020

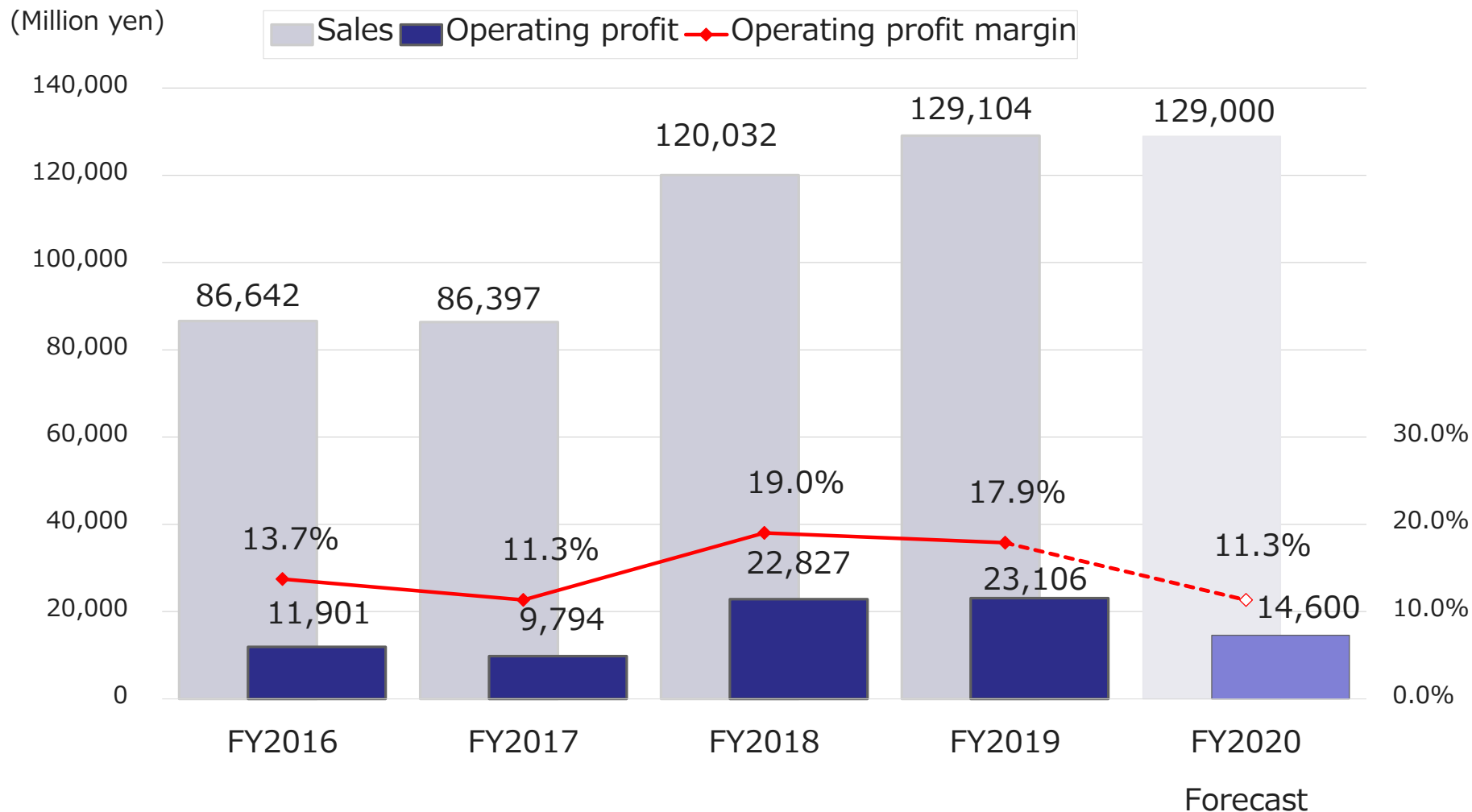
# Consolidated Results Forecasts

• Changes from forecast released May 14, 2019

(Million yen)

	FY2019 results	Forecast for FY2020				
		Forecast released May 14, 2019	Current forecast	Compared to the same period last year		Compared to previously released forecast
				Amount	Ratio	Amount
Orders	124,254	126,000	129,000	+4,745	+3.8%	+3,000
Sales	129,104	126,000	129,000	▲104	▲0.1%	+3,000
Operating profit	23,106	16,700	14,600	▲8,506	▲36.8%	▲2,100
Operating profit margin	17.9%	13.3%	11.3%	-	-	-
Ordinary profit	23,454	17,500	15,200	▲8,254	▲35.2%	▲2,300
Net profit for the period	16,855	13,000	11,200	▲5,655	▲33.6%	▲1,800

# Consolidated Sales and Operating Profit



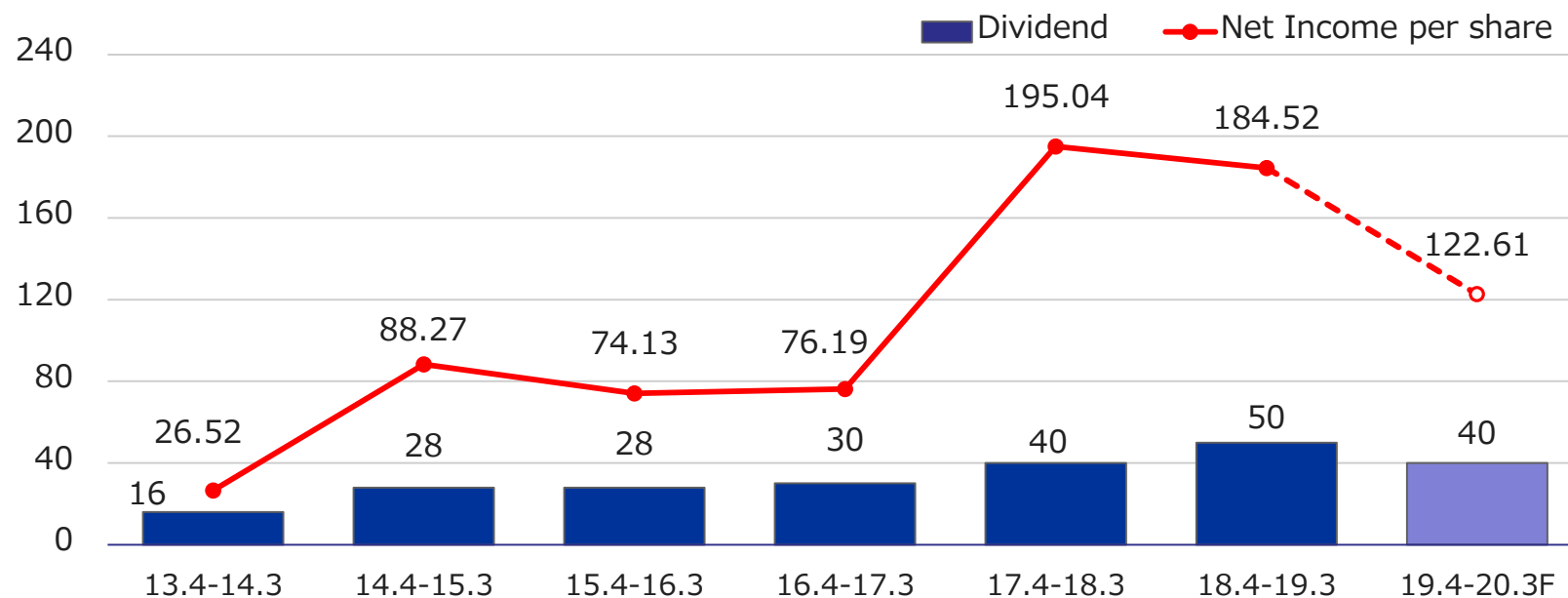
# Forecast of Orders and Sales for Segments

- Changes from forecast released May 14, 2019 (Million yen)

		FY2019 results	Forecast for FY2020				
			Forecast released May 14, 2019	Current forecast	Compared to the same period last year		Compared to previously released forecast
					Amount	Ratio	
Robotic Solutions	Orders	107,632	109,500	114,500	+6,867	+6.4%	+5,000
	Sales	111,536	109,500	113,500	+1,963	+1.8%	+4,000
	Order backlog	17,682	17,682	18,682	+1,000	+5.7%	+1,000
Machine Tools	Orders	14,865	14,000	12,000	▲2,865	▲19.3%	▲2,000
	Sales	15,660	14,000	13,000	▲2,660	▲17.0%	▲1,000
	Order backlog	8,449	8,449	7,449	▲1,000	▲11.8%	▲1,000
Others	Orders	1,756	2,500	2,500	+743	+42.4%	±0
	Sales	1,907	2,500	2,500	+592	+31.0%	±0
	Order backlog	170	170	170	±0	-	±0

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

(Yen)



Regular Dividend 12.00  
Commemorative Dividend 4.00

Regular Dividend 24.00  
Commemorative Dividend 4.00

Regular Dividend 40.00  
Commemorative Dividend 10.00

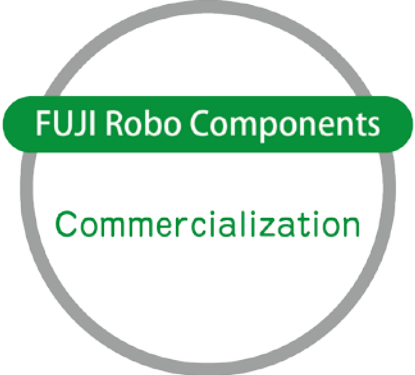
	13.4-14.3	14.4-15.3	15.4-16.3	16.4-17.3	17.4-18.3	18.4-19.3	19.4-20.3F
<b>Payout Ratio</b>	60.3% (45.2%)	31.7% (27.2%)	37.8%	39.4%	20.5%	27.1% (21.7%)	32.6%

( ) Payout ratio for regular dividend



# The Growth Strategy

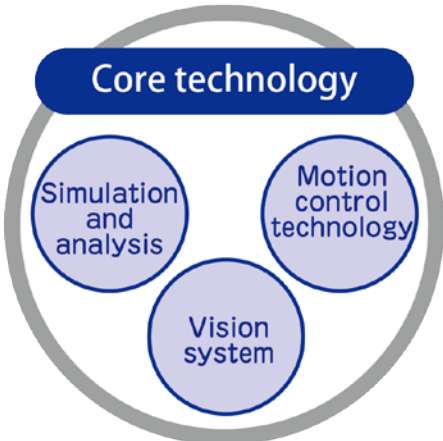
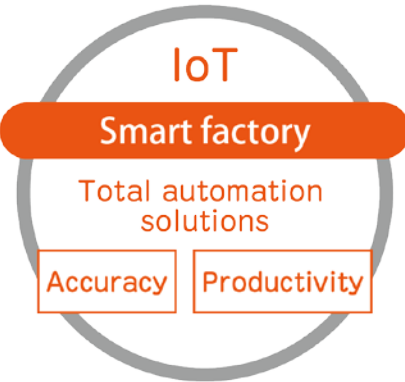
**World-leading Robot Manufacturer**



Creating new value with robotics ↗

Robotic Solutions (robotic mounters) ↗ Semiconductor manufacturing equipment

Machine Tools (incl. robotic material handling) ↗

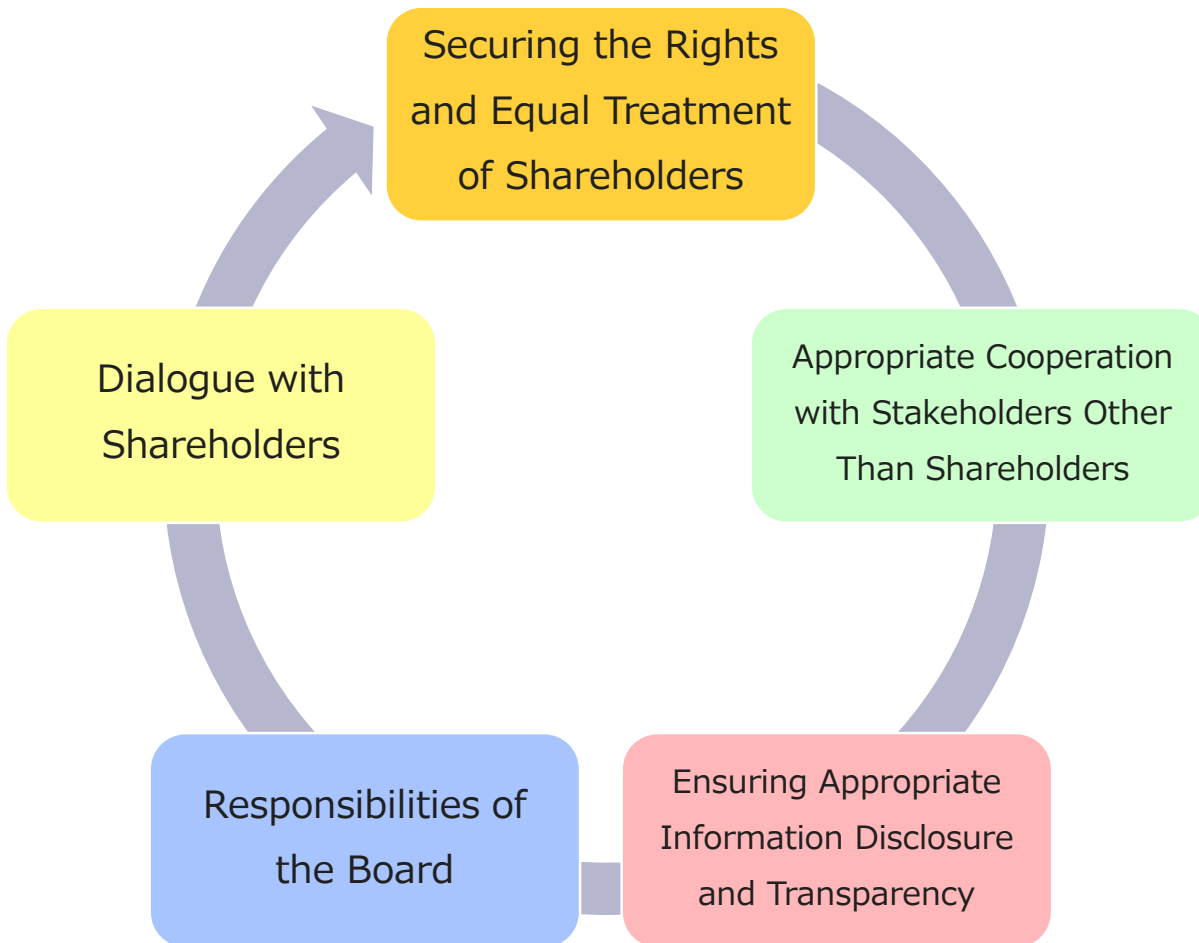


**Effective use of resources and speedy management**

- 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**