

# First Quarter for Fiscal Year Ending March 2021 Financial Results Explanatory Materials

## FUJI CORPORATION



# Contents

- Financial Summary
- Financial Forecast for FY2021
- Business Overview, Other

# Financial Summary

# Financial Points

## ➤ Robotic Solutions Division

In addition to the steady growth shown in the demand for network related devices -- for example, smartphones, smartphone accessories, and 5G base stations, the sales associated with semiconductor related applications also grew. On the other hand, equipment investment in Europe and North America has continued to soften in response to the increased spread of the COVID-19 coronavirus.

## ➤ Machine Tools Division

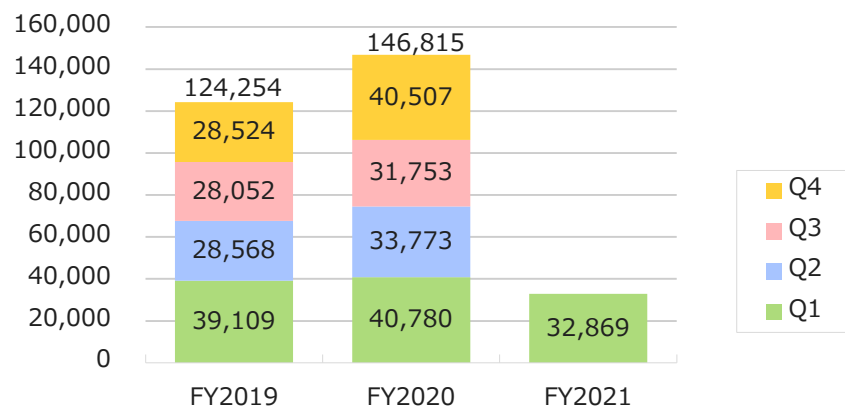
In addition to the prior and existing stagnation in the market, in response to the increased spread of COVID-19 coronavirus we were faced with difficulties that lead to substantial drops in the sales amounts in Japan, China, and North America.

# FY2021 Q1 Results

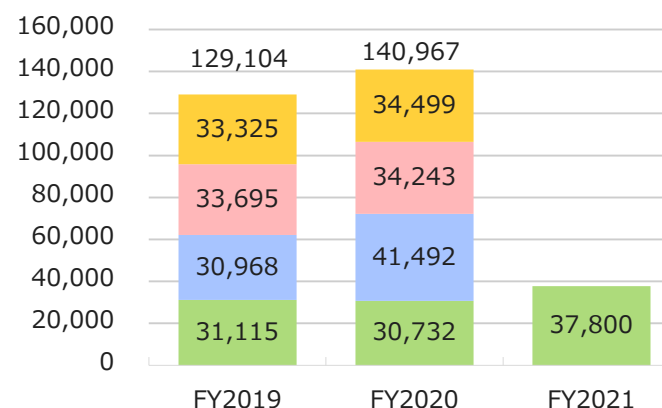
(Million yen)

	FY2020 Q1 results	FY2021 Q1 results	Compared to the same period last year	
			Amount	Ratio
Orders	40,780	32,869	▲7,911	▲19.4%
Sales	30,732	37,800	+7,067	+23.0%
Operating profit	4,841	6,434	+1,593	+32.9%
Ordinary profit	4,896	6,991	+2,094	+42.8%
Net profit for the period	4,053	4,948	+895	+22.1%

Orders

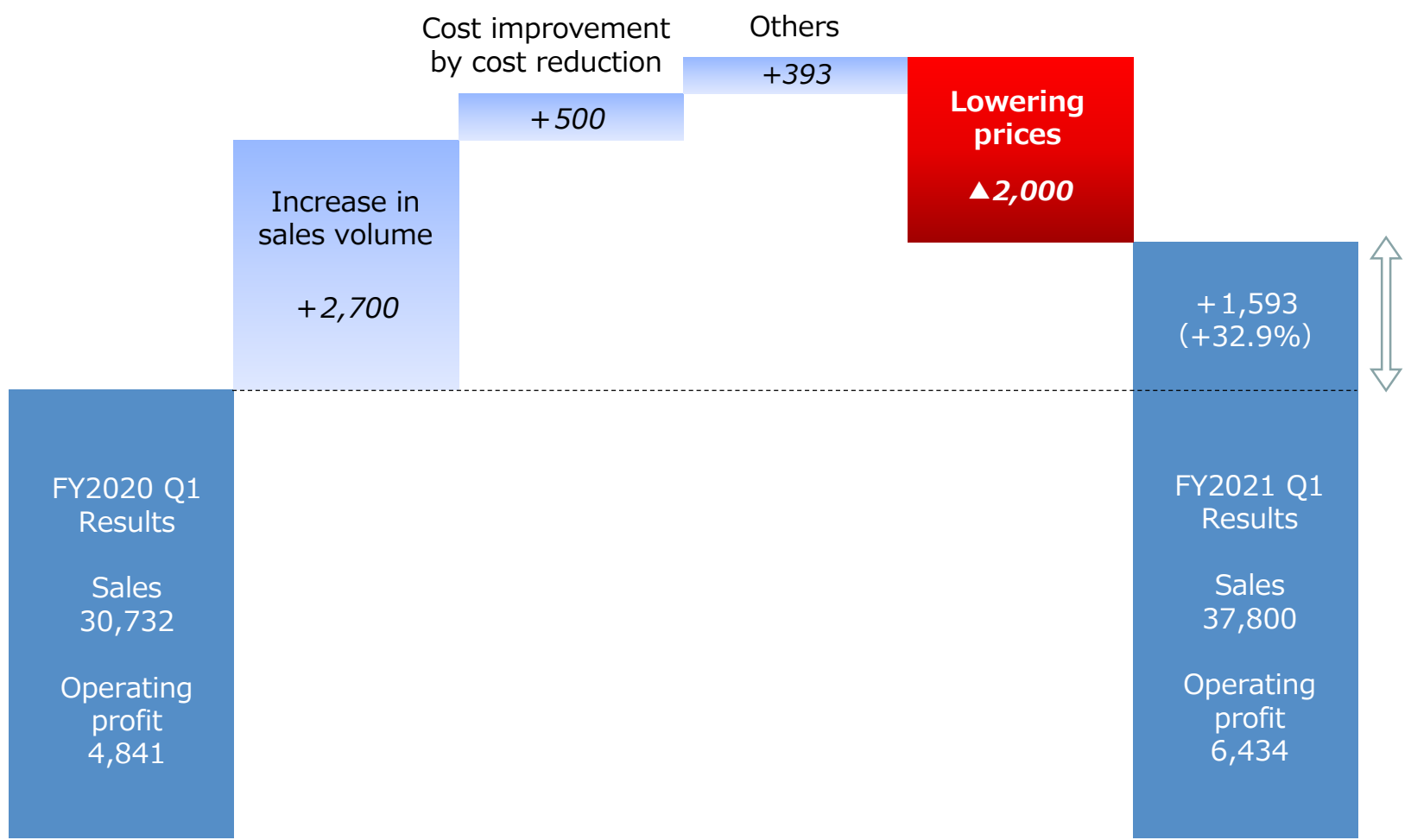


Sales

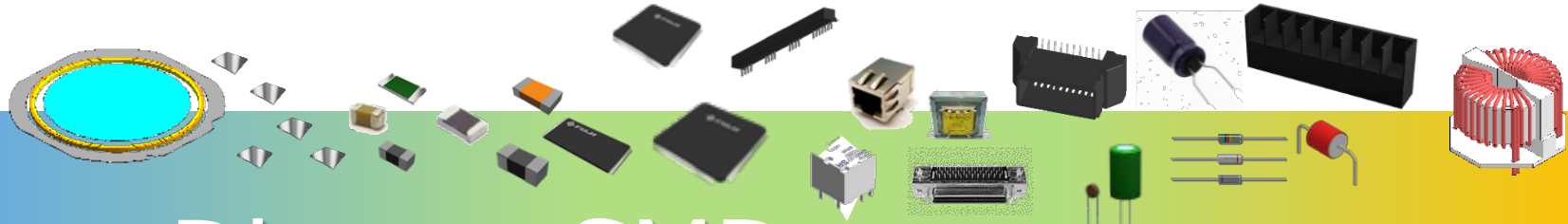


# Operating Income Increase/Decrease Analysis

(Million Yen)



# Robotic Solutions Division



Solder printing

Die

SMD

Insertion parts



GPX-C NXT-H

FASFORD TECHNOLOGY  
DB Series

NXT  
Fuji Scalable Placement Platform

AIMEX  
AIMEX III C

sFAB-D

Light work robot

Plasma processing equipment

Delivery locker system

Nursing care robots



Smart Wing  
FUJI  
innovative spirit

Tough Plasma

Quist

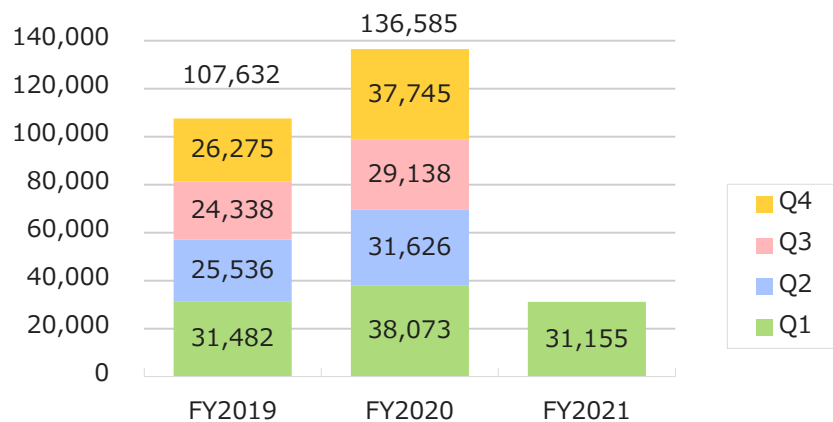
Huq  
Mobility Support Robot

# Robotic Solutions Division Results

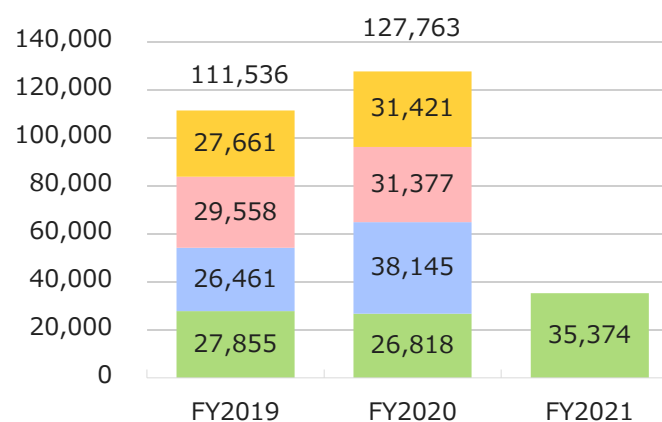
(Million yen)

	FY2020 Q1 results	FY2021 Q1 results	Compared to the same period last year	
			Amount	Ratio
Orders	38,073	31,155	▲6,917	▲18.2%
Sales	26,818	35,374	+8,555	+31.9%
Operating profit	5,419	7,519	+2,100	+38.8%
Order backlog	28,937	22,286	▲6,651	▲23.0%

Orders

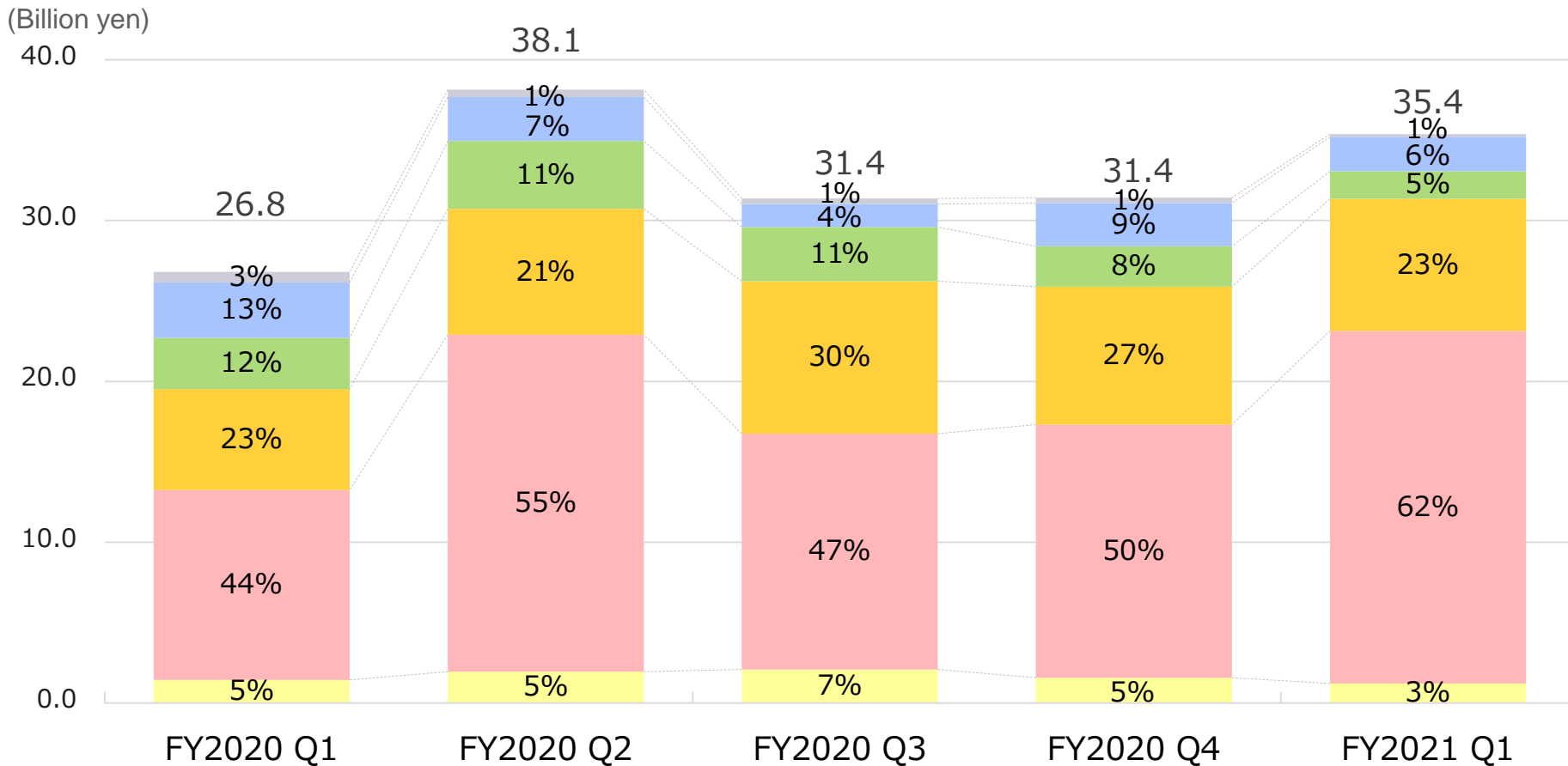
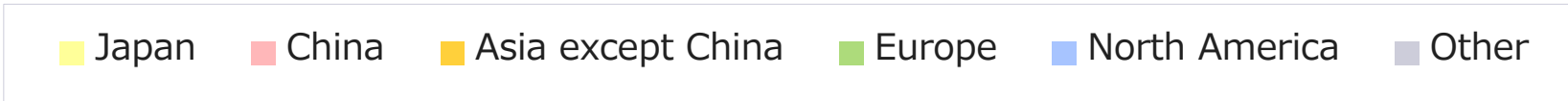


Sales

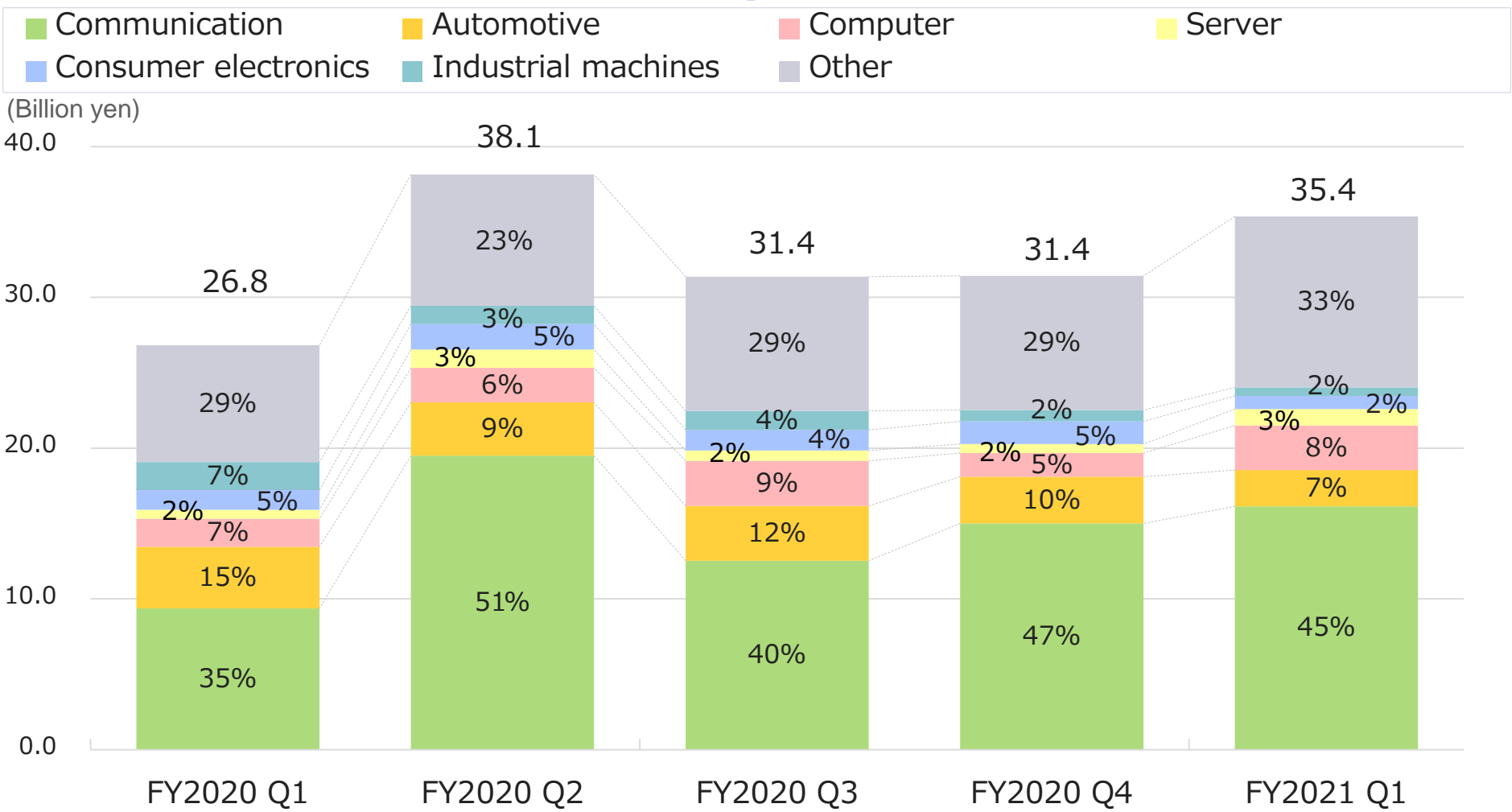




# Robotic Solutions Division Sales by Region

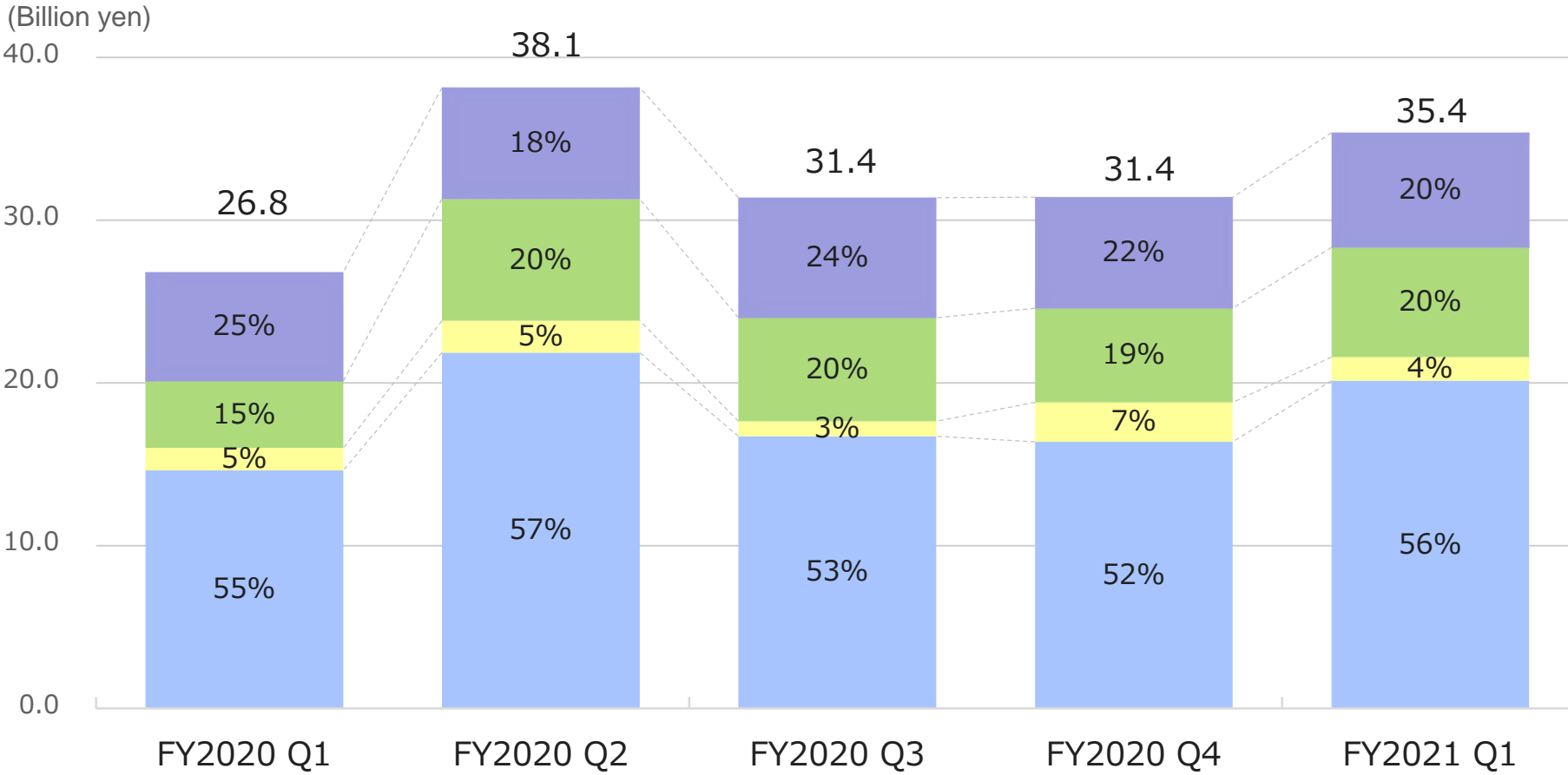


# Robotic Solutions Division Sales by Sector



# Robotic Solutions Division Sales by Machine Type

- High-speed mounters:NXT series
- General purpose mounters:AIMEX series
- Other products
- Parts, modifying,repairing



# Machine Tools Division

Front Facing Twin Spindle Lathe

CS SERIES



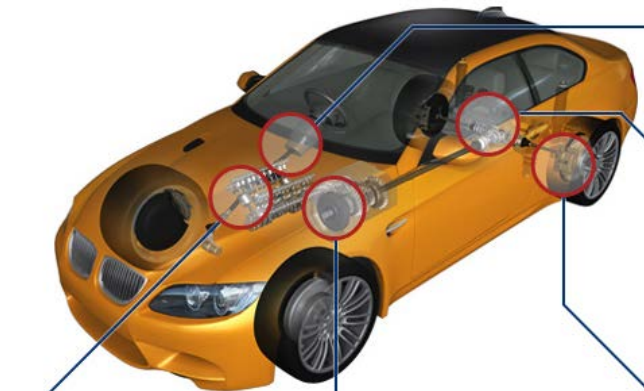
Steering  
- Pinion steering shaft

Power train  
- Pinion gears  
- Drive pinion  
- Differential case

Axle  
- Hubs  
- Brake disks

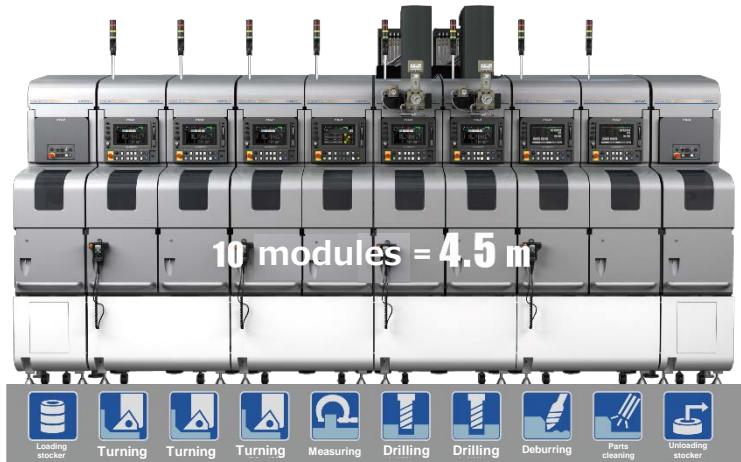
Engine  
- Cam shafts  
- Bearing housings

Transmission  
- Output shaft  
- Sheave (CVT)



Modular Production Equipment

DLFN



10 modules = 4.5 m

Horizontal CNC Lathe TN series

TN SERIES

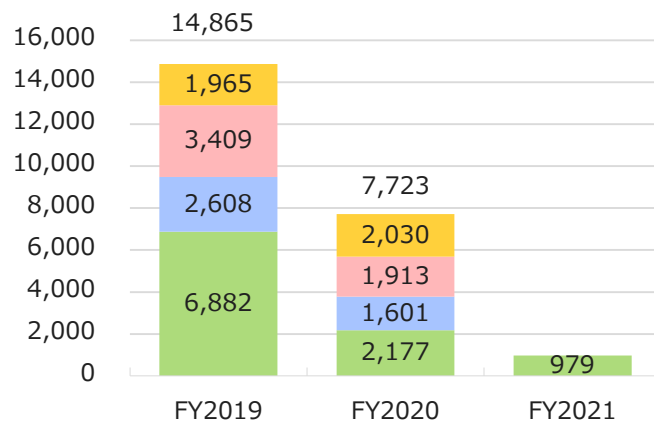


# Machine Tools Division Results

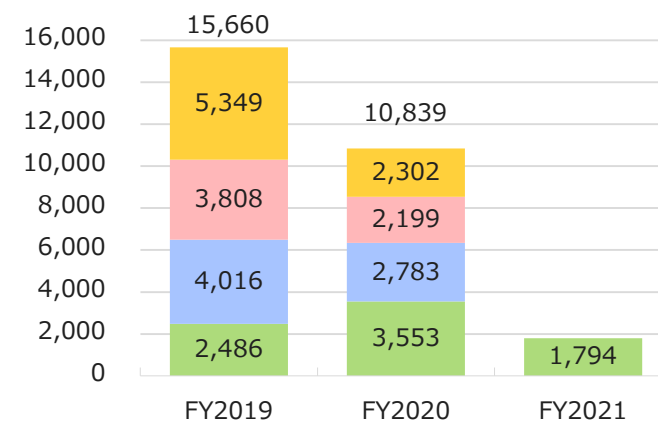
(Million yen)

	FY2020 Q1 results	FY2021 Q1 results	Compared to the same period last year	
			Amount	Ratio
Orders	2,177	979	▲1,198	▲55.0%
Sales	3,553	1,794	▲1,758	▲49.5%
Operating profit	197	▲337	▲535	▲270.8%
Order backlog	7,073	4,517	▲2,556	▲36.1%

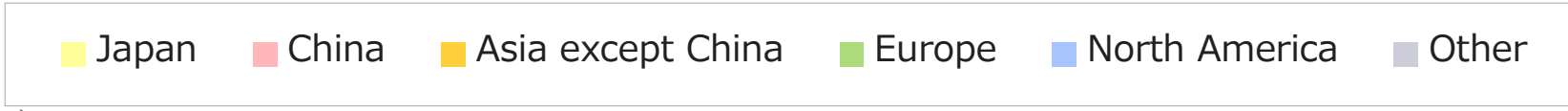
Orders



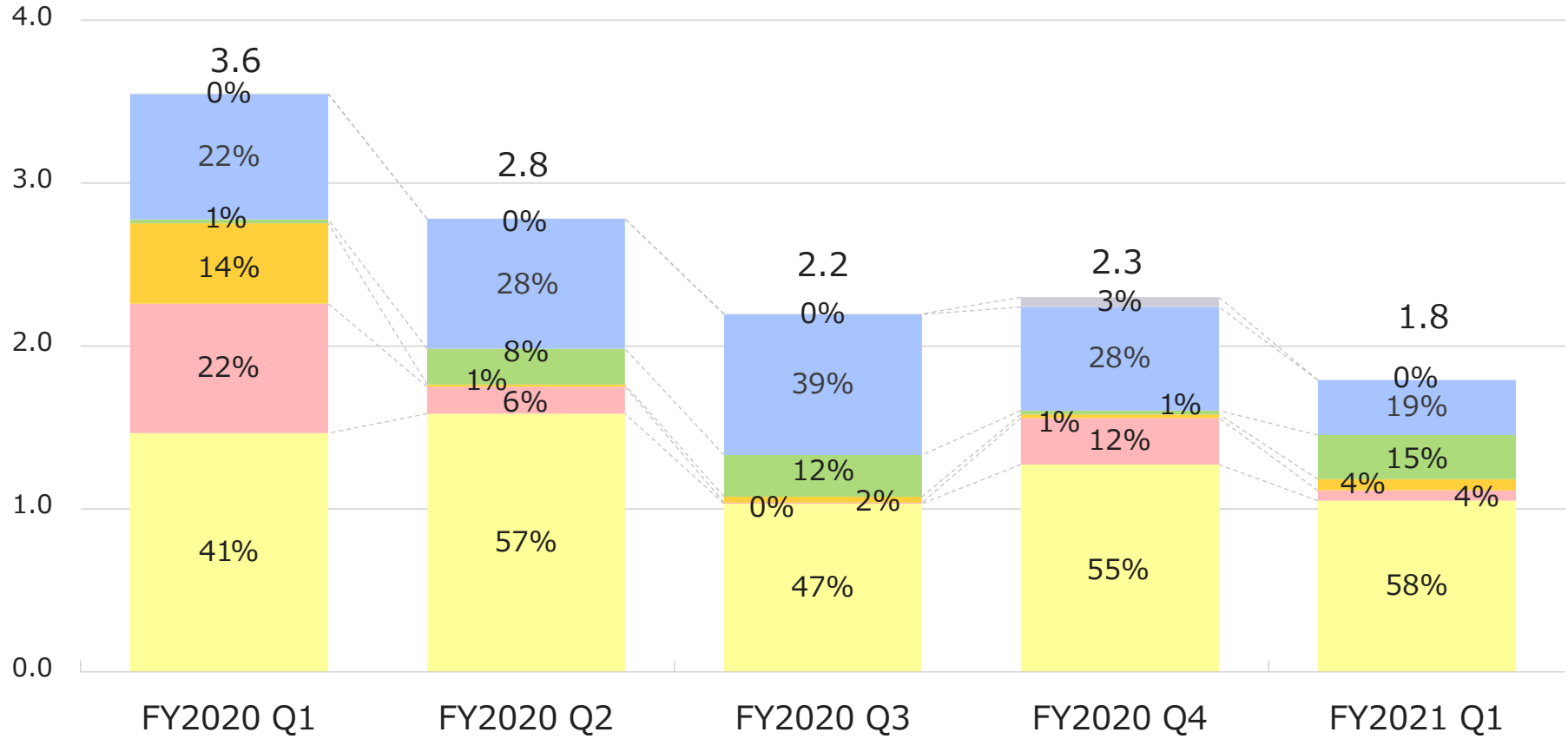
Sales



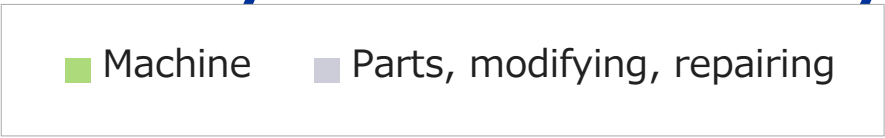
# Machine Tools Division Sales by Region



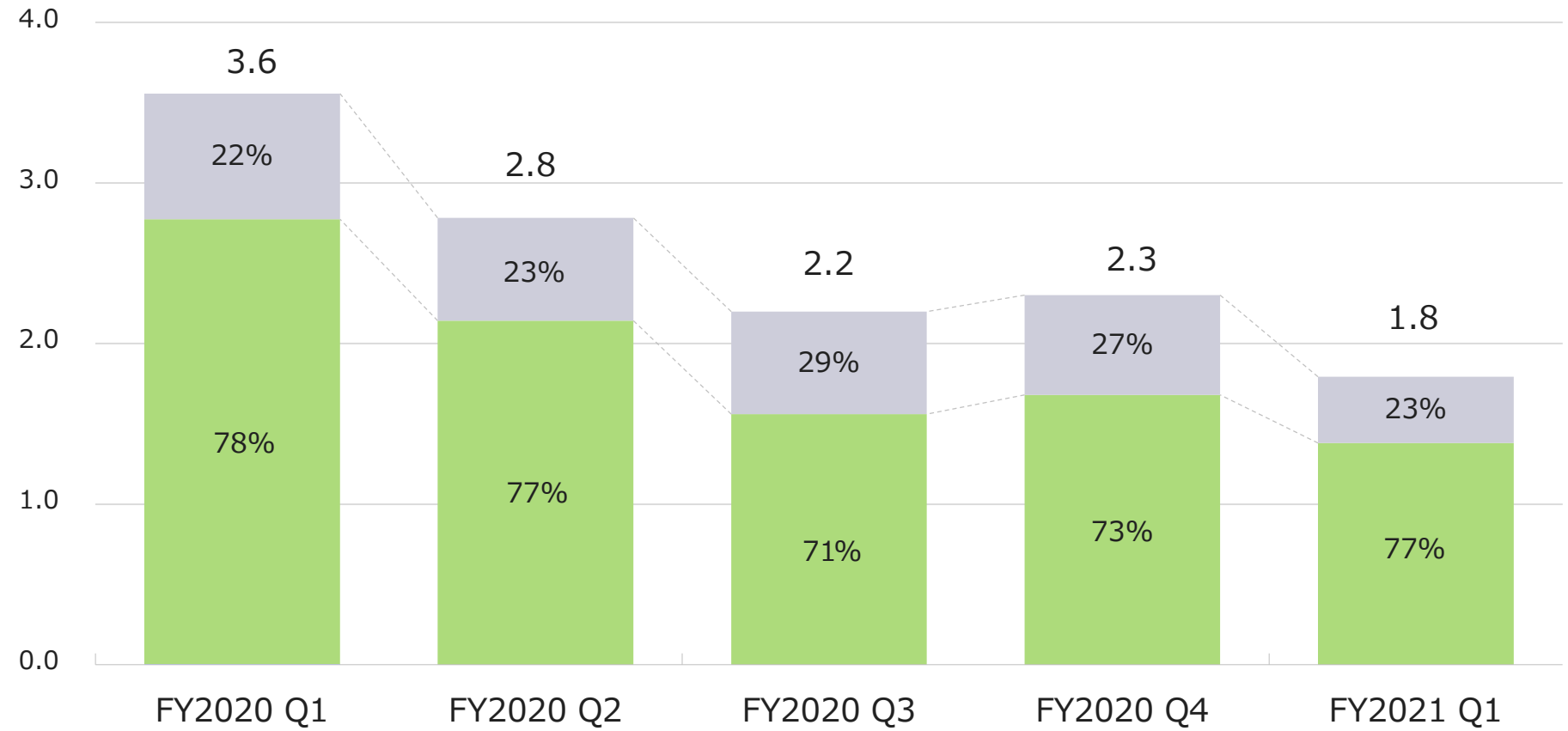
(Billion yen)



# Machine Tools Division Sales by Machine Type



(Billion yen)



# Financial Forecast for FY2021



# Consolidated Results Forecasts

• Changes from forecast released May 12, 2020

(Million yen)

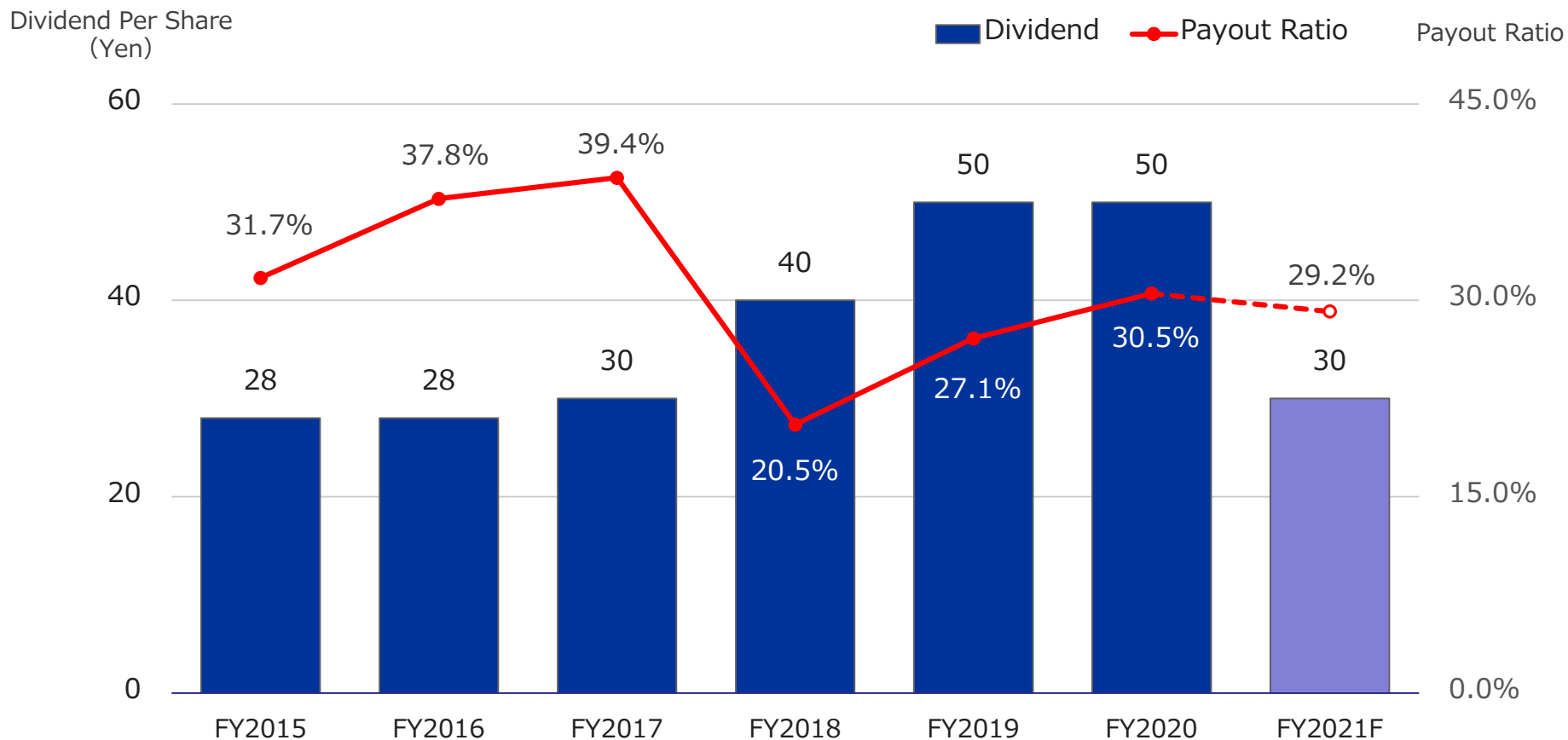
	FY2020 results	Forecast for FY2021				
		Forecast released May 12, 2020	Current forecast	Compared to the same period last year		Compared to previously released forecast
				Amount	Ratio	Amount
Orders	146,815	110,000	114,000	▲32,815	▲22.4%	+4,000
Sales	140,967	112,000	123,000	▲17,967	▲12.7%	+11,000
Operating profit	19,571	9,000	12,500	▲7,071	▲36.1%	+3,500
Operating profit ratio	13.9%	8.0%	10.2%	—	—	—
Ordinary profit	20,119	9,700	13,300	▲6,819	▲33.9%	+3,600
Net profit for the period	14,963	6,900	9,400	▲5,563	▲37.2%	+2,500

# Forecast of Orders and Sales for Segments

- Changes from forecast released May 12, 2020 (Million yen)

		FY2020 results	Forecast for FY2021				
			Forecast released May 12, 2020	Current forecast	Compared to the same period last year		Compared to previously released forecast
					Amount	Ratio	
Robotic Solutions	Orders	136,585	99,000	104,000	▲32,585	▲23.9%	+5,000
	Sales	127,763	101,000	112,500	▲15,263	▲11.9%	+11,500
	Order backlog	26,504	24,504	18,004	▲8,500	▲32.1%	▲6,500
Machine Tools	Orders	7,723	9,000	6,500	▲1,223	▲15.8%	▲2,500
	Sales	10,839	9,000	7,000	▲3,839	▲35.4%	▲2,000
	Order backlog	5,333	5,333	4,833	▲500	▲9.4%	▲500
Others	Orders	2,507	2,000	3,500	+992	+39.6%	+1,500
	Sales	2,364	2,000	3,500	+1,135	+48.0%	+1,500
	Order backlog	313	313	313	±0	—	±0

# Dividend Per Share and Payout Ratio



Regular Dividend 24.00  
Commemorative Dividend 4.00

Regular Dividend 40.00  
Commemorative Dividend 10.00

# Business Overview, Other

# Delivery locker system **Quist**

Adopted by CAINZ, the leader of Japanese home improvement industry, for their 50 stores nationwide.

Industry-first “CAINZ PickUp Locker”



<Quist installed in the CAINZ store in Niiza (Saitama)>

Unmanned receipt of goods provides improved convenience to users and more efficiency to store management. There is also a growing need to receive goods without face-to-face interaction under the COVID-19 situation.

It helps retailers to provide users with a sense of safety and peace of mind during shopping.

Visit the Fuji website for details  
<https://www.fuji.co.jp/en/about/quist/>



# Mobility Support Robot

Developing sales channels led to a large increase in the number of shipped units last fiscal year.



**Model**  
**L1-01**  
For home use



**Model**  
**T1-02**  
For hospitals and care facilities

With continuously developing new channels, we aim to record a larger volume of shipments this year as well while receiving boosts from the increased demand under the COVID-19 situation as well as amendments on subsidies for the introduction of robotic care equipment from the Japanese government.

Visit the Fuji website for details  
<https://www.fuji.co.jp/en/about/hug/>



# Electronic device printer FPM-Trinity

FPM-Trinity, which is being developed by Fuji, was awarded the Excellence Award in the semiconductor equipment category at the 26th Semiconductor of the Year Awards 2020 by Electronic Device Industry News from Sangyo Times, Inc.

- 3D printing of resin materials
- Printing electrical circuits
- Automatic placement of parts



## What is FPM-Trinity?

This is a Fuji proprietary machine for manufacturing electronic modules. The machine embodies complex technology in 3D resin printing, circuit printing, and part placement.

# Achieving Sustainable Development Goals



Our company is contributing to the achievement of the United Nations Sustainable Development Goals through our business activities.

## SUSTAINABLE DEVELOPMENT GOALS



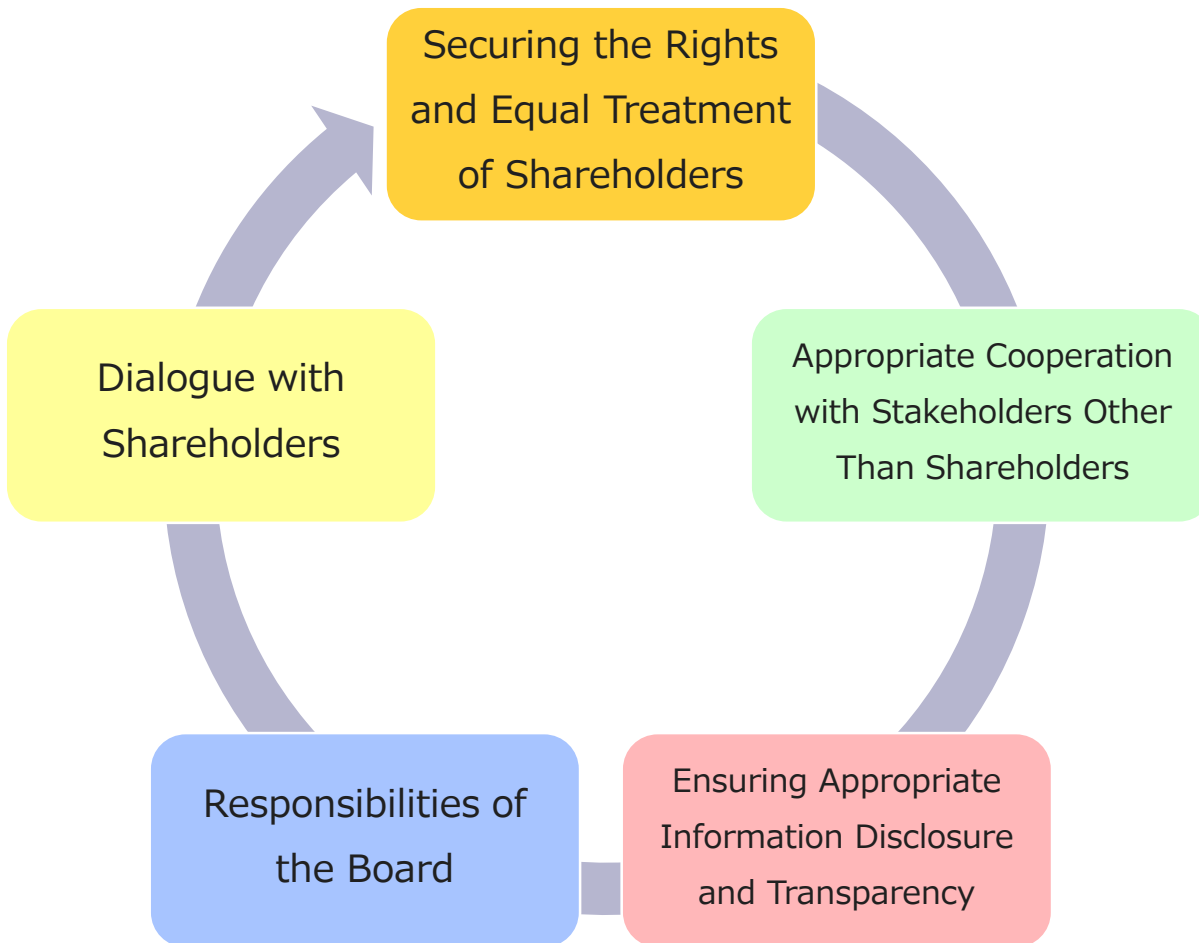
Visit the Fuji website for details  
<https://www.fuji.co.jp/en/company/csr/SDGs>





# 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

お客様に感動を!

Excite and Inspire



### 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.