

Third 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

Capital investment for smartphone, 5G base station, computer, and electronic component manufacturing, mainly in China, remained strong. This demand has been driven by lifestyle changes that have become widespread in countries around the world as measures to prevent the spread of COVID-19, such as teleworking. On the other hand, in Europe, the Americas, India, and other countries, capital investment was soft due to the impact of the spread of COVID-19.

➤ Machine Tools Division

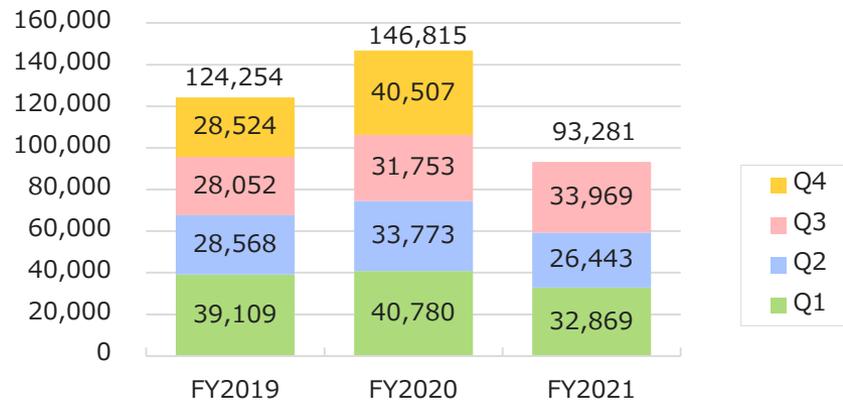
Due to the prolonged trade friction between the U.S. and China and the economic stagnation caused by the spread of COVID-19, both Japanese and international markets maintained a cautious stance towards capital investment.

FY2021 Q3 Results

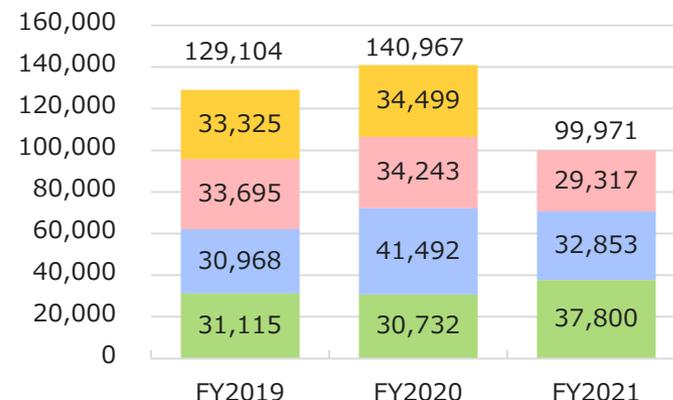
(Million yen)

	19.4-12 results	20.4-12 results	Compared to the same period last year	
			Amount	Ratio
Orders	106,308	93,281	▲13,026	▲12.3%
Net sales	106,468	99,971	▲6,497	▲6.1%
Operating profit	15,988	15,324	▲664	▲4.2%
Ordinary profit	16,456	16,198	▲258	▲1.6%
Profit attributable to owners of parent	12,263	12,808	545	+4.4%

Orders

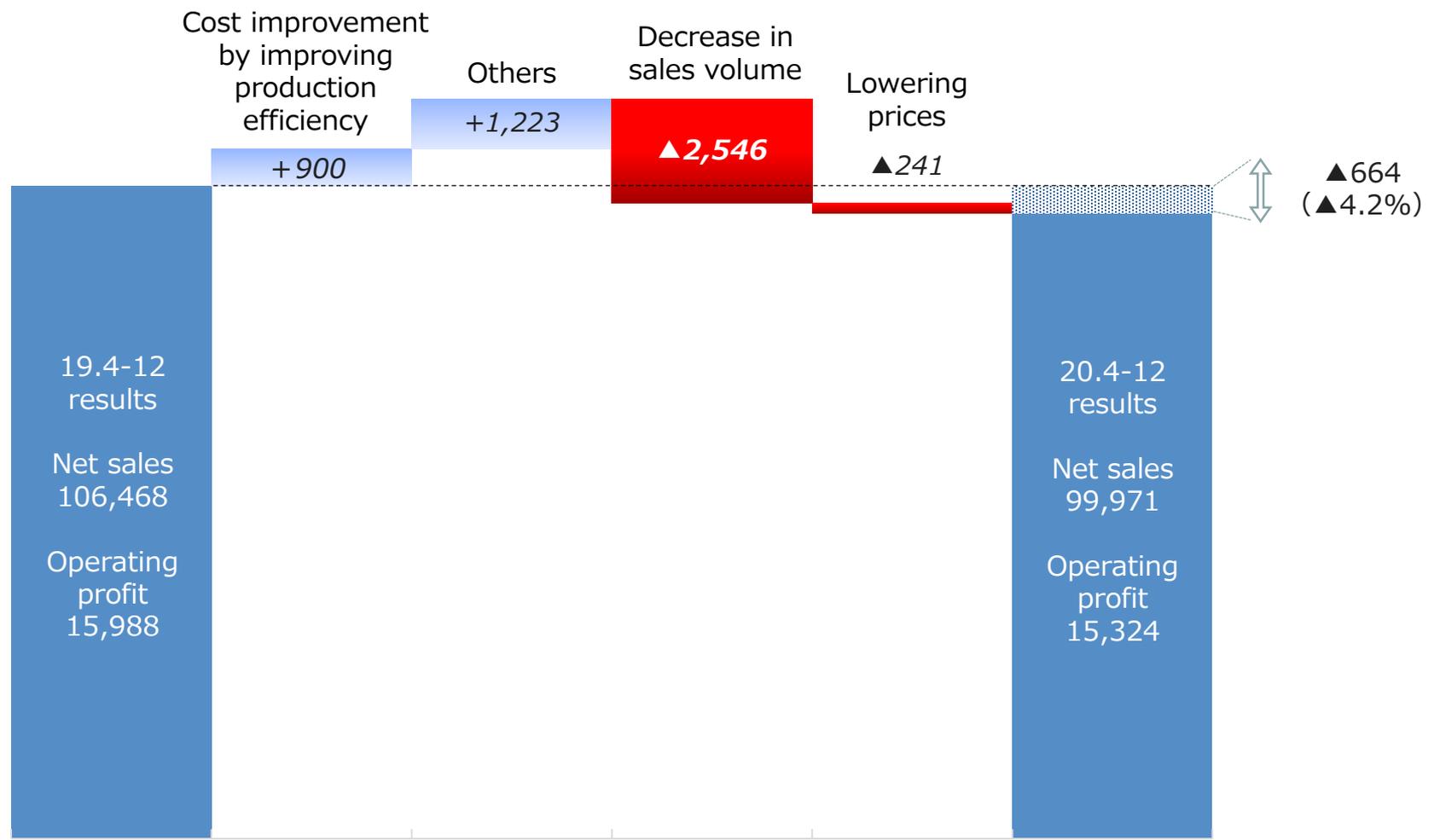


Net sales

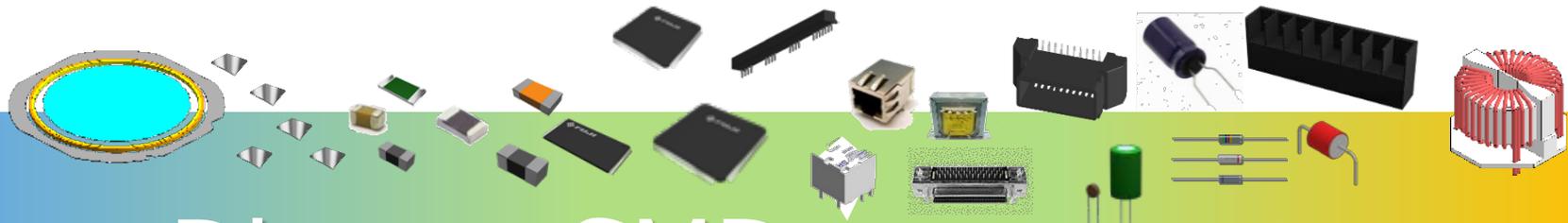


Operating Income Increase/Decrease Analysis

(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

sFAB-D

Light work robot



Plasma processing equipment



Delivery locker system



Nursing care robots



Tough Plasma

Quist

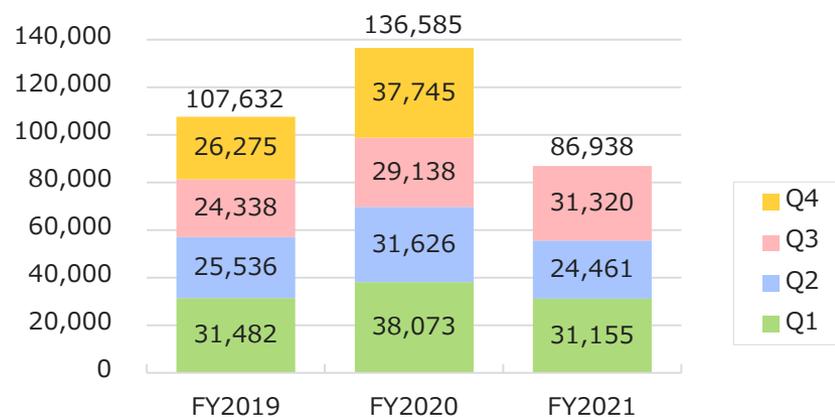
HUG

Robotic Solutions Division Results

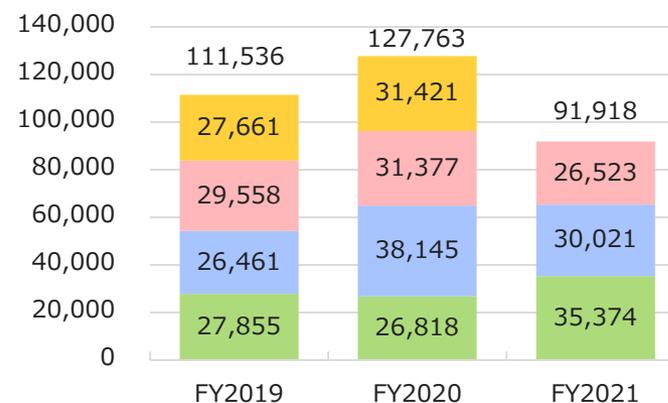
(Million yen)

	19.4-12 results	20.4-12 results	Compared to the same period last year	
			Amount	Ratio
Orders	98,839	86,938	▲ 11,901	▲ 12.0%
Net sales	96,341	91,918	▲ 4,422	▲ 4.6%
Operating profit	18,295	18,399	+ 103	+ 0.6%
Order backlogs	20,180	21,524	+ 1,343	+ 6.7%

Orders



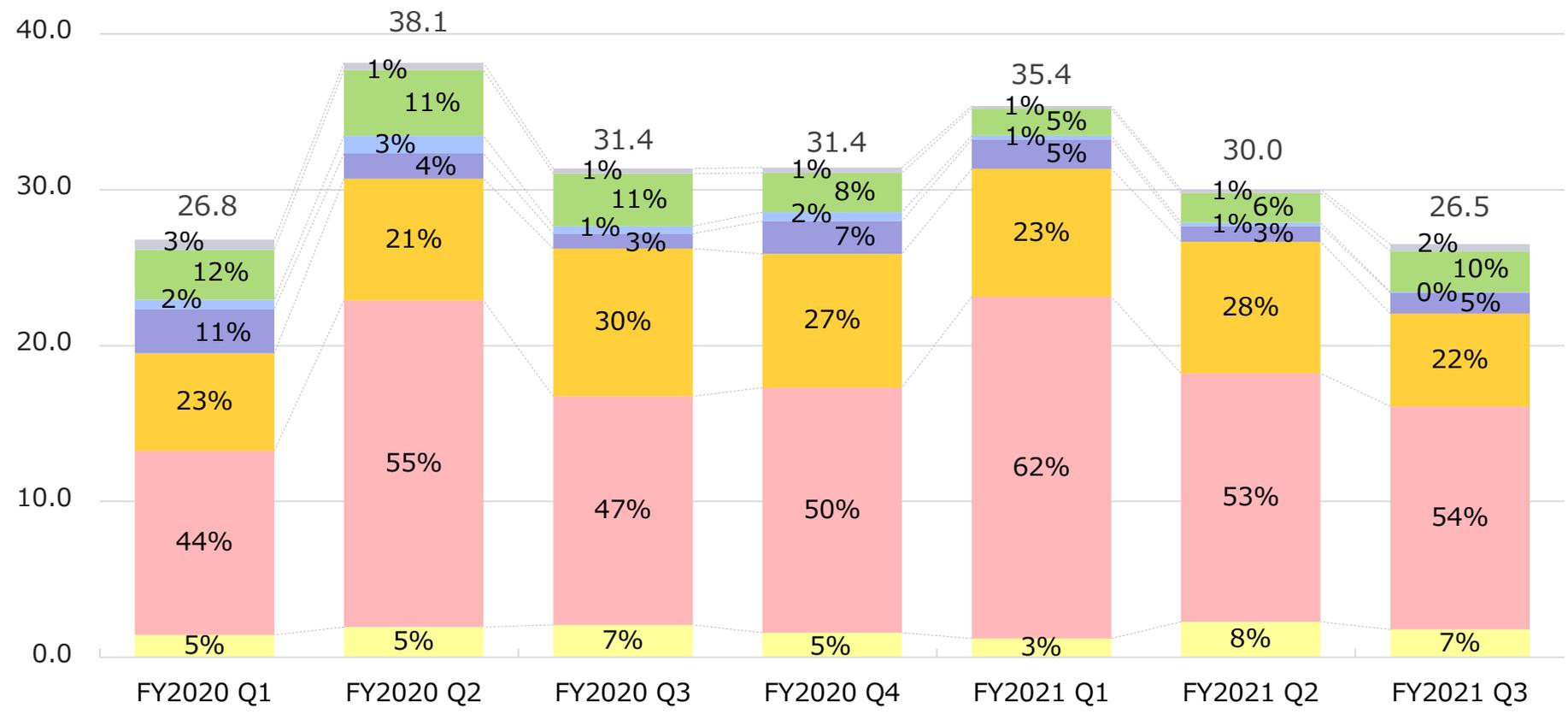
Net sales



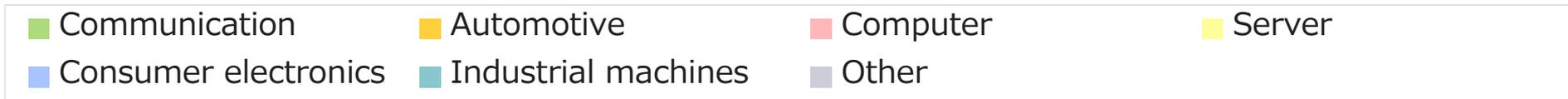
Robotic Solutions Division Net Sales by Region



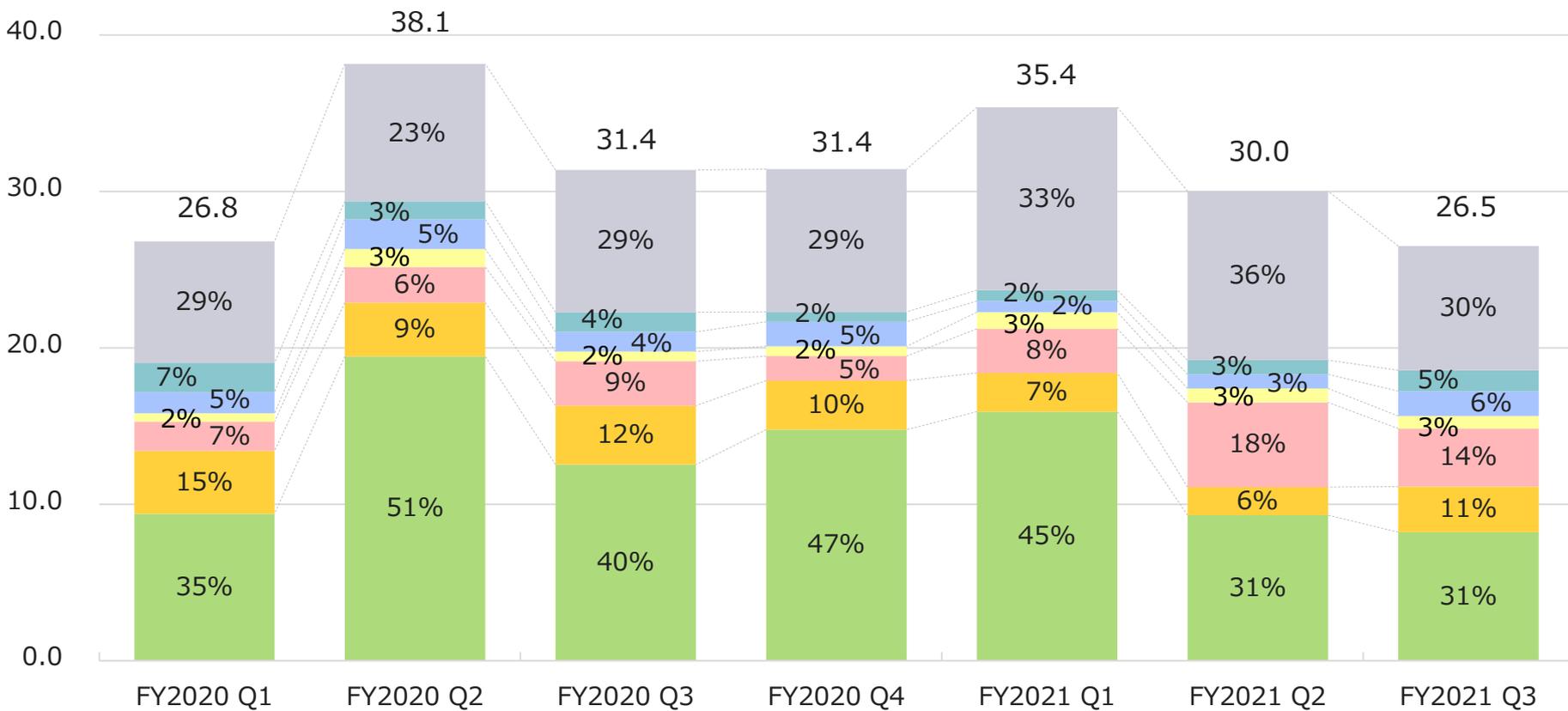
(Billion yen)



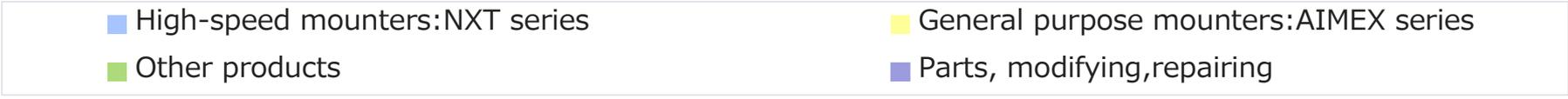
Robotic Solutions Division Net Sales by Sector



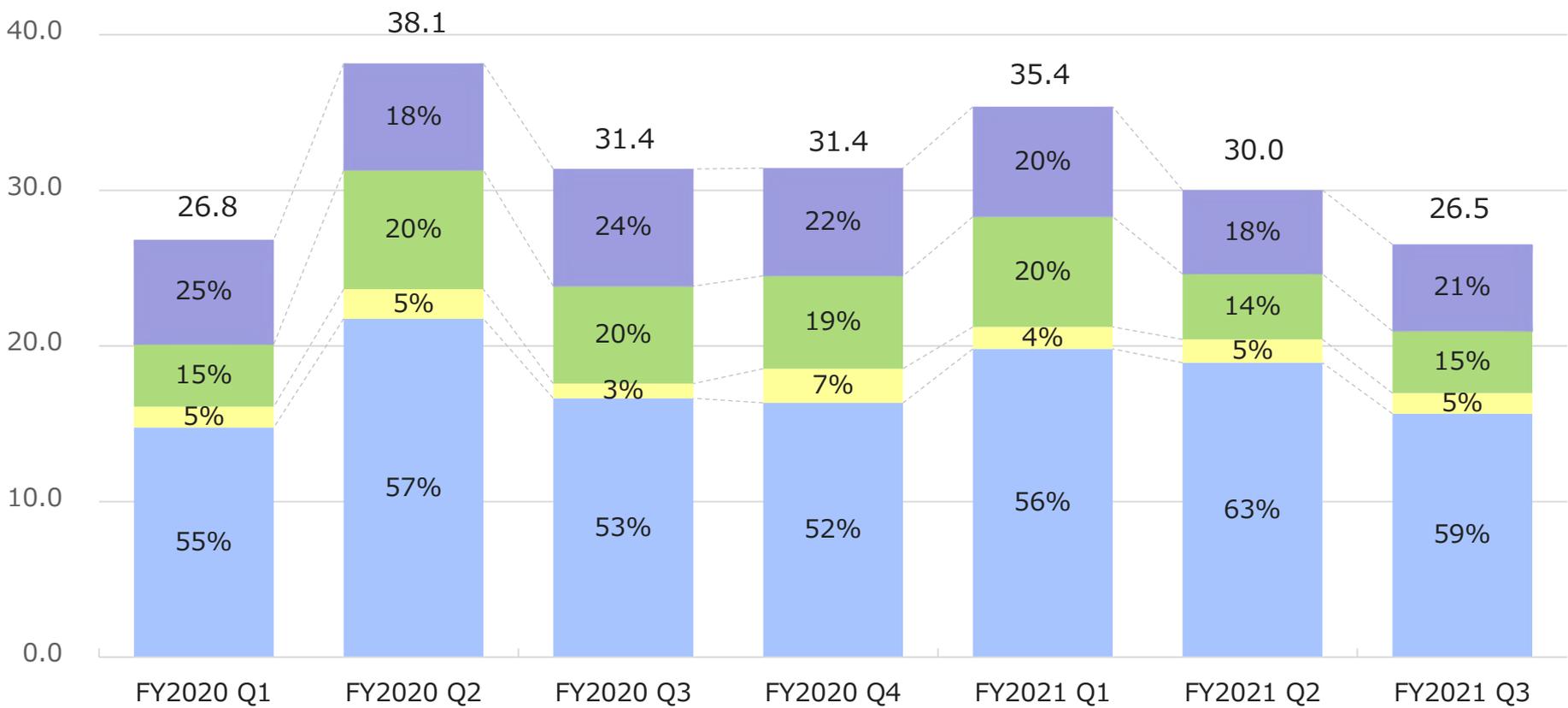
(Billion yen)



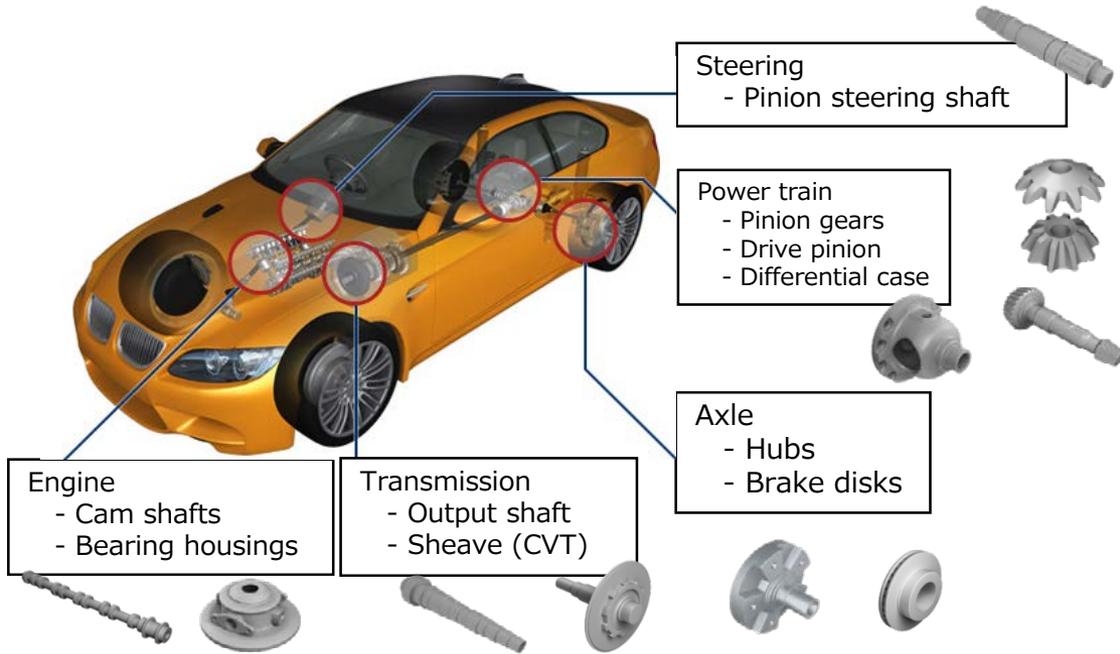
Robotic Solutions Division Net Sales by Machine Type



(Billion yen)



Machine Tools Division



Modular Production Equipment

DLFN



Front Facing Twin Spindle Lathe

Horizontal CNC Lathe TN series

Opposed twin spindle lathe

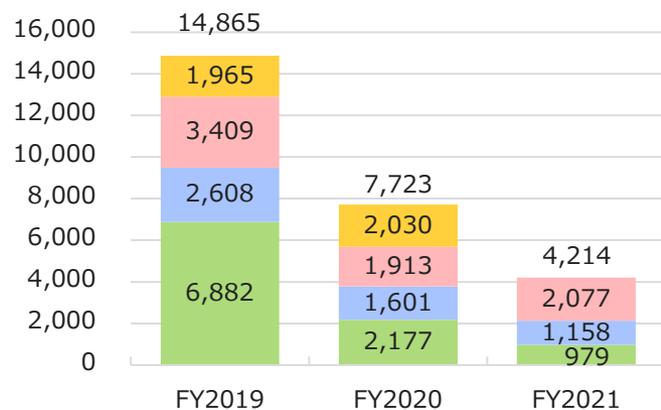


Machine Tools Division Results

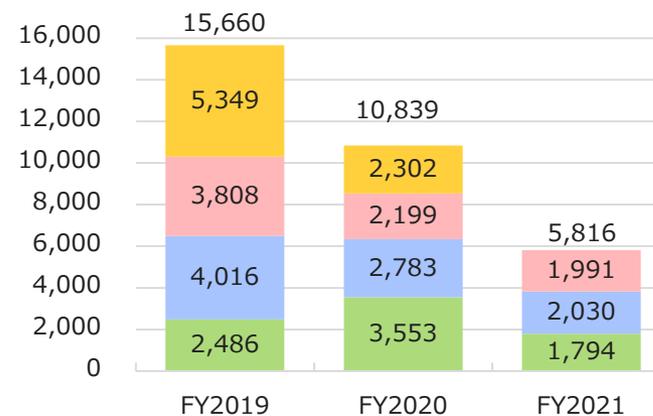
(Million yen)

	19.4-12 results	20.4-12 results	Compared to the same period last year	
			Amount	Ratio
Orders	5,692	4,214	▲1,477	▲26.0%
Net sales	8,537	5,816	▲2,720	▲31.9%
Operating profit	▲54	▲907	▲852	-
Order backlogs	5,604	3,730	▲1,873	▲33.4%

Orders



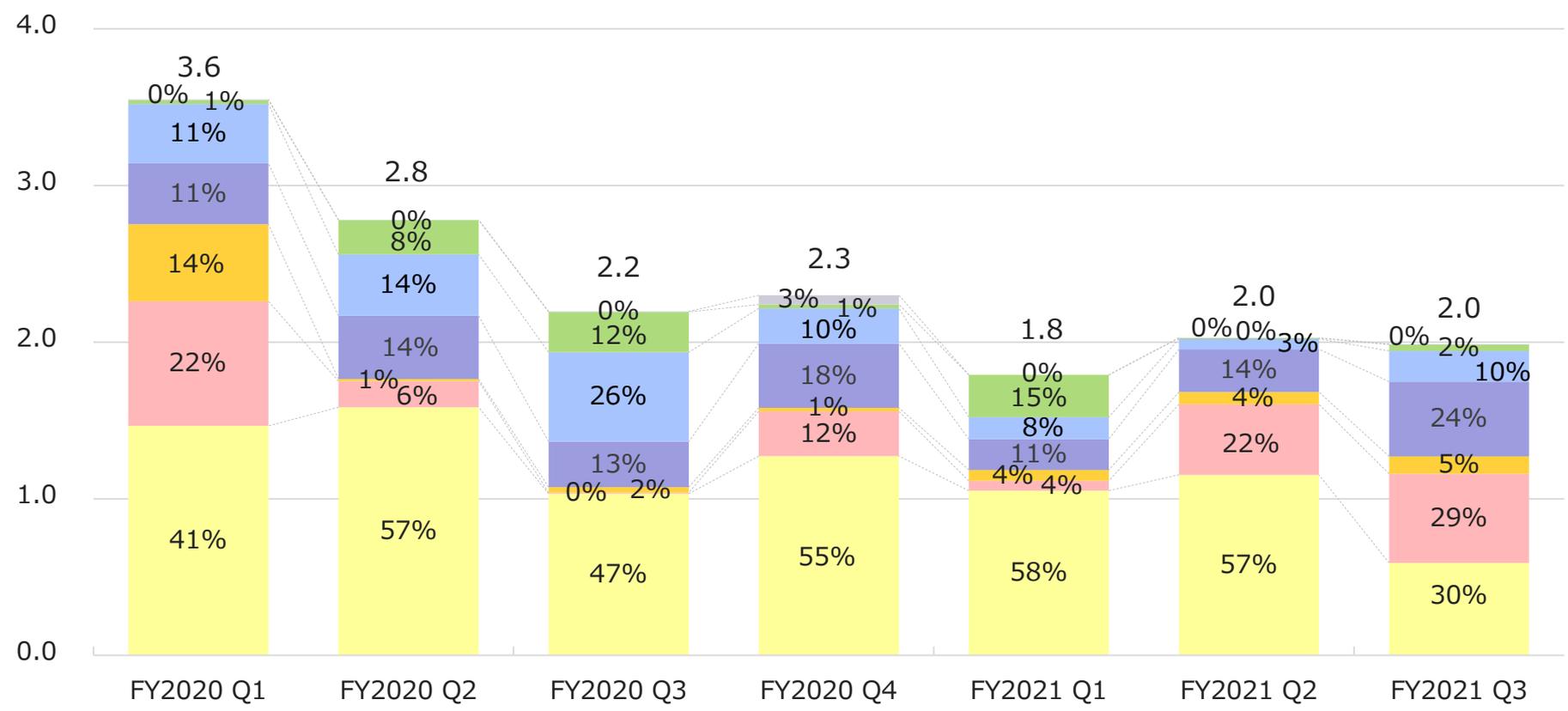
Net sales



Machine Tools Division Net Sales by Region



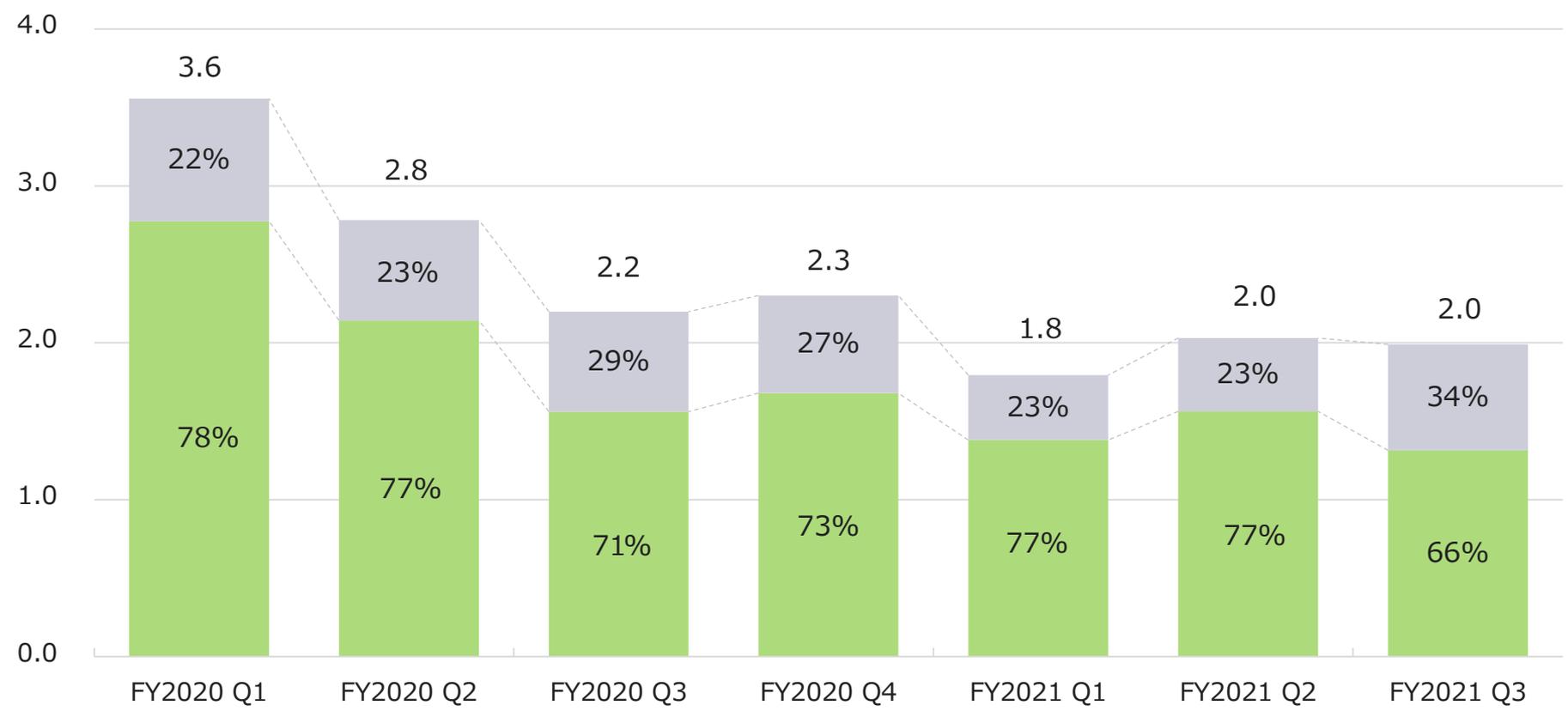
(Billion yen)



Machine Tools Division Net Sales by Machine Type



(Billion yen)



Financial Forecast for FY2021

Consolidated Results Forecasts

- Changes from forecast released November 6, 2020 (Million yen)

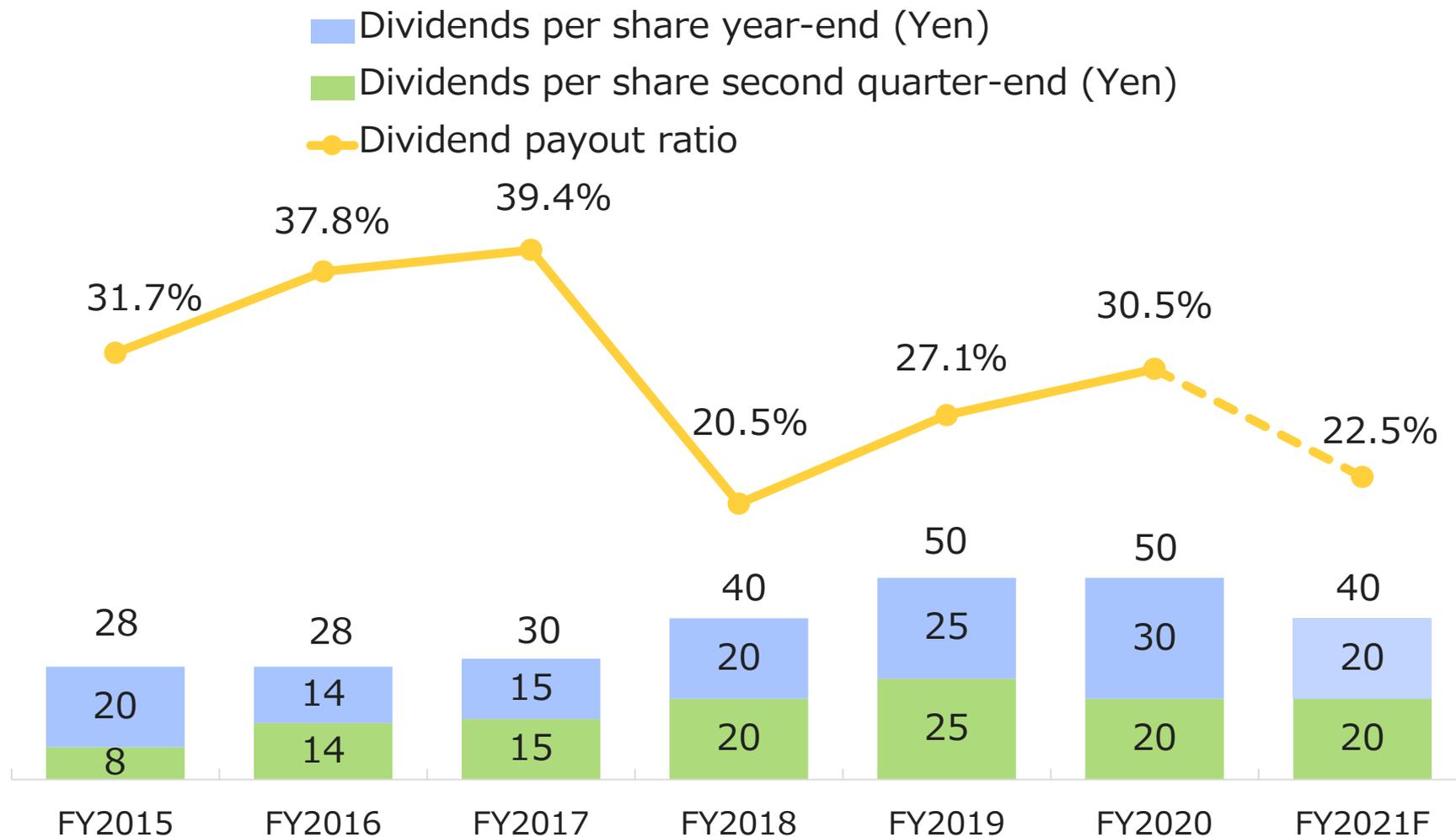
	FY2020 results	Forecast for FY2021				
		Forecast released November 6, 2020	Current forecast	Compared to the same period last year		Compared to previously released forecast
				Amount	Ratio	Amount
Orders	146,815	120,000	129,000	▲17,815	▲12.1%	+9,000
Net sales	140,967	129,000	133,000	▲7,967	▲5.7%	+4,000
Operating profit	19,571	17,600	19,900	+328	+1.7%	+2,300
Operating profit ratio	13.9%	13.6%	15.0%	-	-	-
Ordinary profit	20,119	18,600	21,000	+880	+4.4%	+2,400
Profit attributable to owners of parent	14,963	13,500	16,400	+1,436	+9.6%	+2,900

Forecast of Orders and Net Sales by Segments

- Changes from forecast released November 6, 2020 (Million yen)

		FY2020 results	Forecast for FY2021				
			Forecast released November 6, 2020	Current forecast	Compared to the same period last year		Compared to previously released forecast
					Amount	Ratio	
Robotic Solutions	Orders	136,585	112,000	120,000	▲16,585	▲12.1%	+8,000
	Net sales	127,763	119,500	122,500	▲5,263	▲4.1%	+3,000
	Order backlogs	26,504	19,004	24,004	▲2,500	▲9.4%	+5,000
Machine Tools	Orders	7,723	5,500	6,500	▲1,223	▲15.8%	+1,000
	Net sales	10,839	7,000	8,000	▲2,839	▲26.2%	+1,000
	Order backlogs	5,333	3,833	3,833	▲1,500	▲28.1%	±0
Others	Orders	2,507	2,500	2,500	▲7	▲0.3%	±0
	Net sales	2,364	2,500	2,500	+135	+5.7%	±0
	Order backlogs	313	313	313	±0	-	±0

Dividends per share / Dividend payout ratio



Regular Dividend 24.00
Commemorative Dividend 4.00

Regular Dividend 40.00
Commemorative Dividend 10.00

Business Overview, Other

Ultimate Multi Task Machine

GYROFLEX

【Features】

- Optimal combined process machine for variable-mix variable-volume production
- One machine can process complex workpieces efficiently and precisely, contributing to space saving
- Equipped with a transfer robot as standard, it is possible to automatically attach and remove workpieces and perform unmanned operation



Private show (at Toyota Factory)



Scheduled to be released April 2021

Mobility Support Robot



The Mobility Support Robot - Hug T1-02 won a prize at the "50th Machine Design Award IDEA" sponsored by Nikkan Kogyo Shimbun.



COVID-19 has greatly changed the way people come in contact in care facilities.

We will continue to respond to the growing needs of our users.



Model
L1-01

For home use



Model
T1-02

For hospitals and care facilities

Delivery locker system **Qui**st

Accelerated expansion to major retail stores

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.



<CAINZ Niiza (Saitama)>



<MUJI Tokyo Ariake (Tokyo)>

Electronic device printer

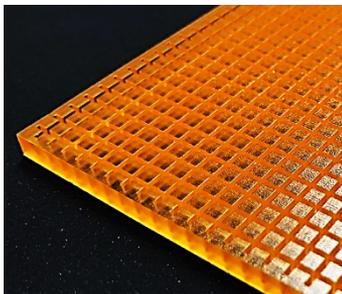


FPM-Trinity was awarded the Excellence Award in the semiconductor equipment category at the 26th Semiconductor of the Year Awards 2020 by Electronic Device Industry News from Sangyo Times, Inc.



(Prototype)

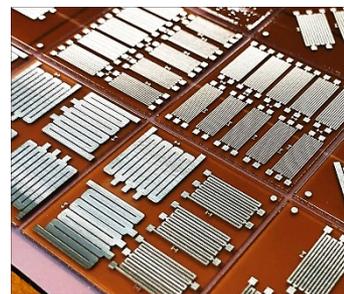
This innovative machine combines the functions of "3D resin formation", "electric circuit printing", and "electric parts placement" which makes it possible to manufacture electric devices in a single machine. We are currently working with our customers to develop a variety of prototypes for commercialization.



Resin formation



Placing parts



Circuit printing

Prototype examples



Arduino microcomputer



ring-shaped sensor module



odd-shaped LED board

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



Update on Achieving

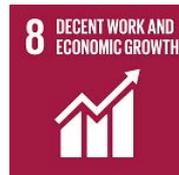
As an effort to contribute to society through asset management and to achieve the Sustainable Development Goals (SDGs) set by the United Nations, we have invested in green bonds and social bonds.



"JICA COVID-19 Response Social Bonds"

Issued by the Japan International Cooperation Agency (JICA)

* Supporting the early recovery of developing countries from the health crisis and economic impact caused by the spread of COVID-19



"62nd Japan Student Services Bond"

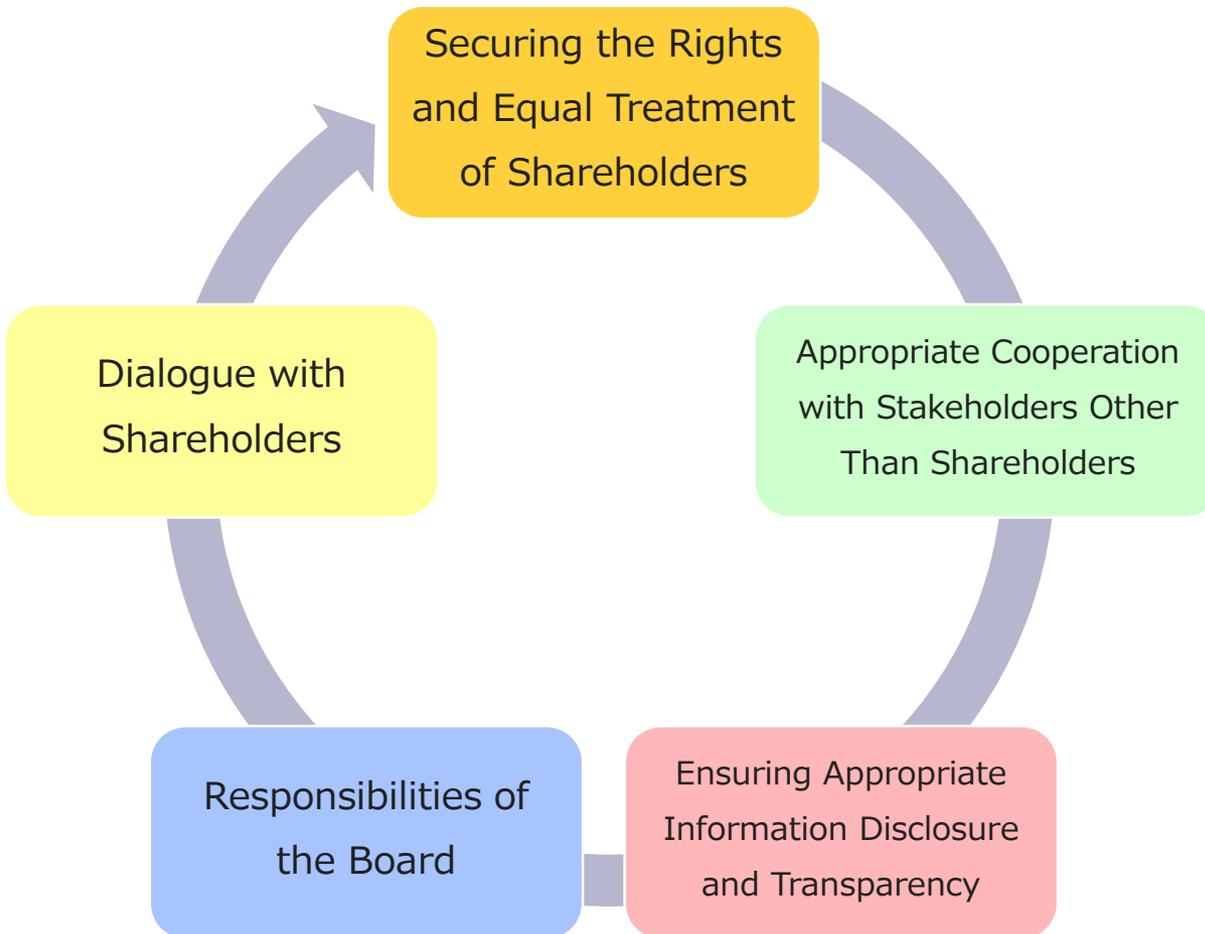
Issued by Japan Student Services Organization (JASSO), an independent administrative institution

* Contributing to the development of human resources who will lead society in the next generation



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.