

Fiscal Year Ended March 2021 Financial Results Explanatory Materials

FUJI CORPORATION



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Financial Summary

Financial Points

➤ Robotic Solutions Division

Demand for computers and servers, and as well as for production of electronic parts essential for manufacturing those electronic devices has increased in China and other Asian markets, and the sales of telecommunications equipment, which is one of Fuji's main markets, has also remained strong. This demand has been driven by lifestyles 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 the European and U.S. markets, which are dominated by automotive products, have experienced a downward trend due to the impact of economic stagnation caused by the spread of COVID-19.

➤ Machine Tools Division

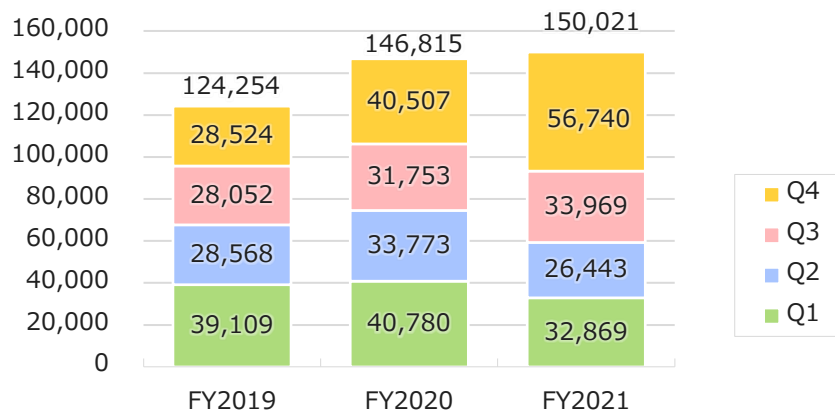
Due to restrictions on economic activities caused by the reemergence of COVID-19, as well as a slump in the automobile industry, both Japanese and international markets have maintained a cautious stance towards capital investment.

FY2021 Results

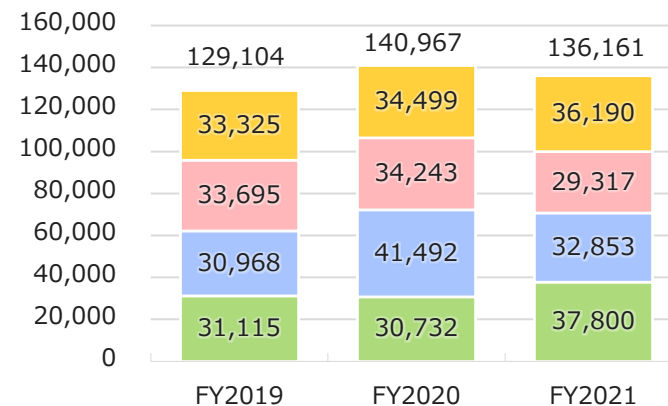
(Million yen)

	FY2020 results	FY2021 results	Compared to the same period last year	
			Amount	Ratio
Orders	146,815	150,021	+3,206	+2.2%
Net sales	140,967	136,161	▲4,806	▲3.4%
Operating profit	19,571	21,904	+2,332	+11.9%
Ordinary profit	20,119	23,224	+3,105	+15.4%
Profit attributable to owners of parent	14,963	17,167	+2,204	+14.7%

Orders



Net sales

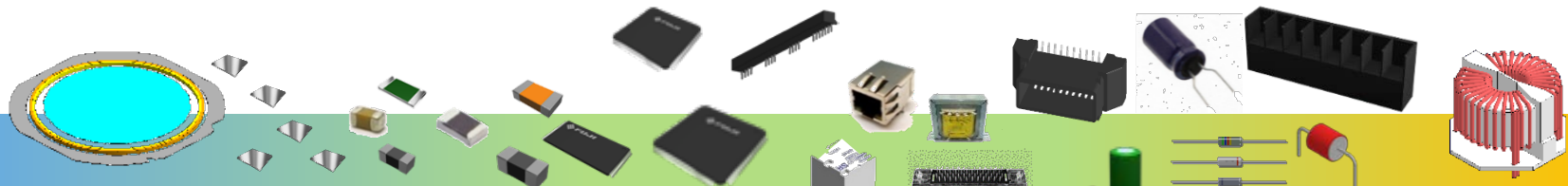


Operating Income Increase/Decrease Analysis

(Million Yen)



Robotic Solutions Division



Solder printing

Die

SMD

Insertion parts



GPX-C NXT-H



DB Series

NXT
Fuji Scalable Placement Platform

AIMEX
AIMEX

sFAB-D

Multijoint robot



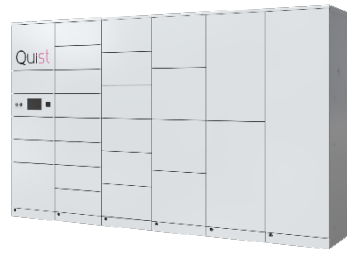
SmartWing
FUJI
innovative spirit

Plasma processing equipment



Tough Plasma

Delivery locker system



Quist

Nursing care robots



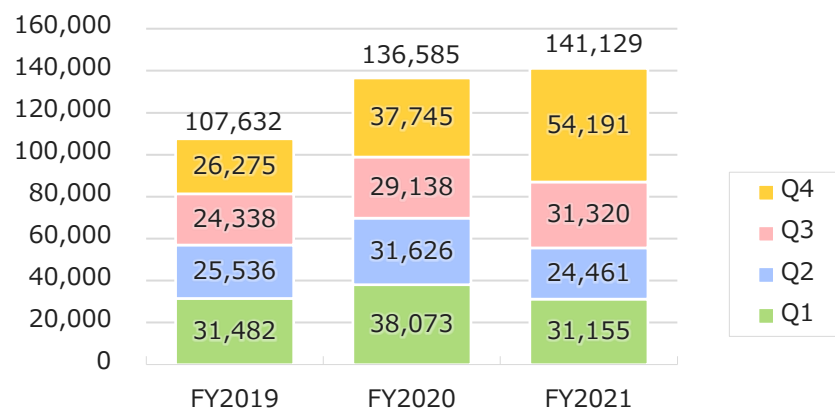
HUG

Robotic Solutions Division Results

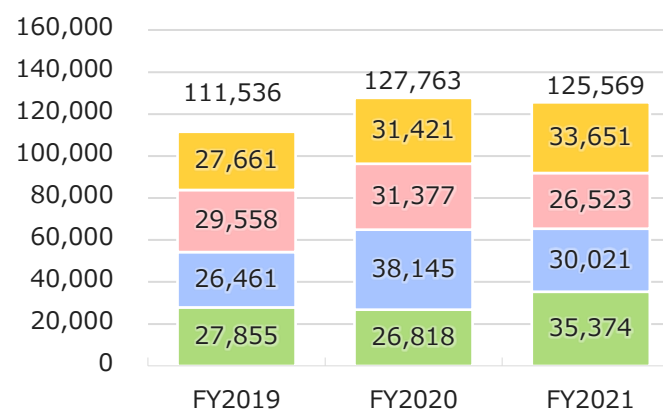
(Million yen)

	FY2020 results	FY2021 results	Compared to the same period last year	
			Amount	Ratio
Orders	136,585	141,129	+4,544	+3.3%
Net sales	127,763	125,569	▲2,193	▲1.7%
Operating profit	23,353	26,307	+2,953	+12.6%
Order backlogs	26,504	42,064	+15,559	+58.7%

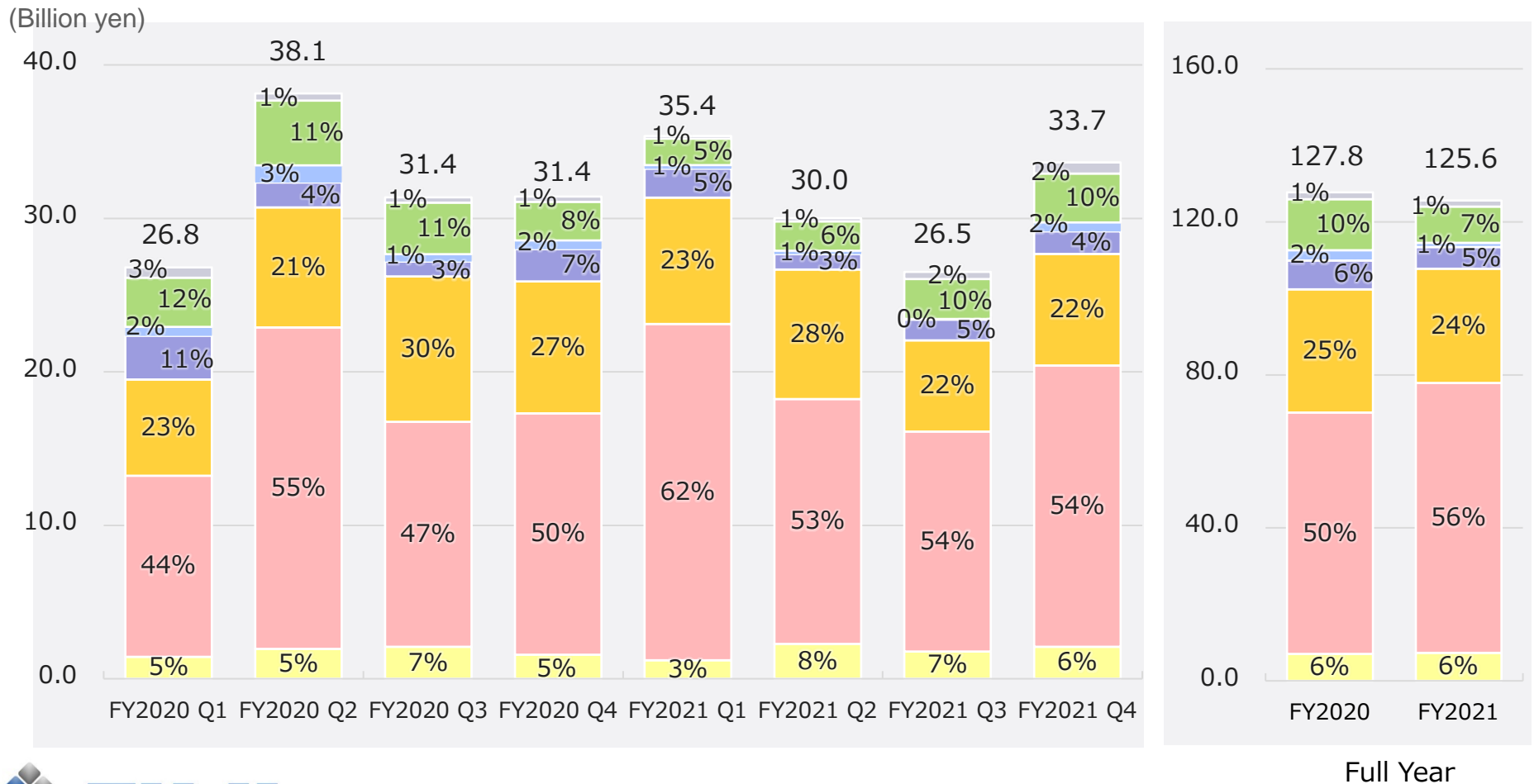
Orders



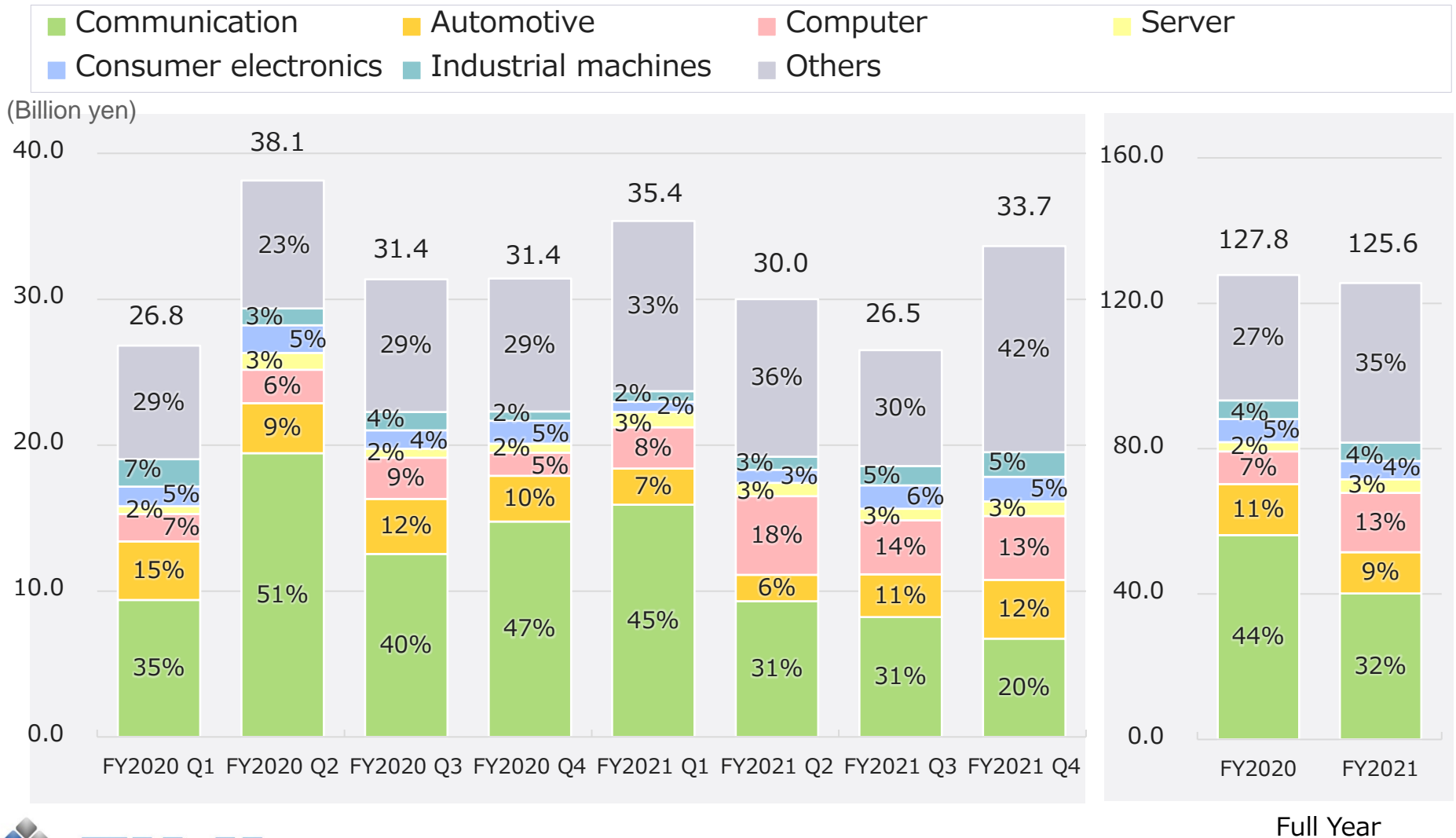
Net sales



Robotic Solutions Division Net Sales by Region

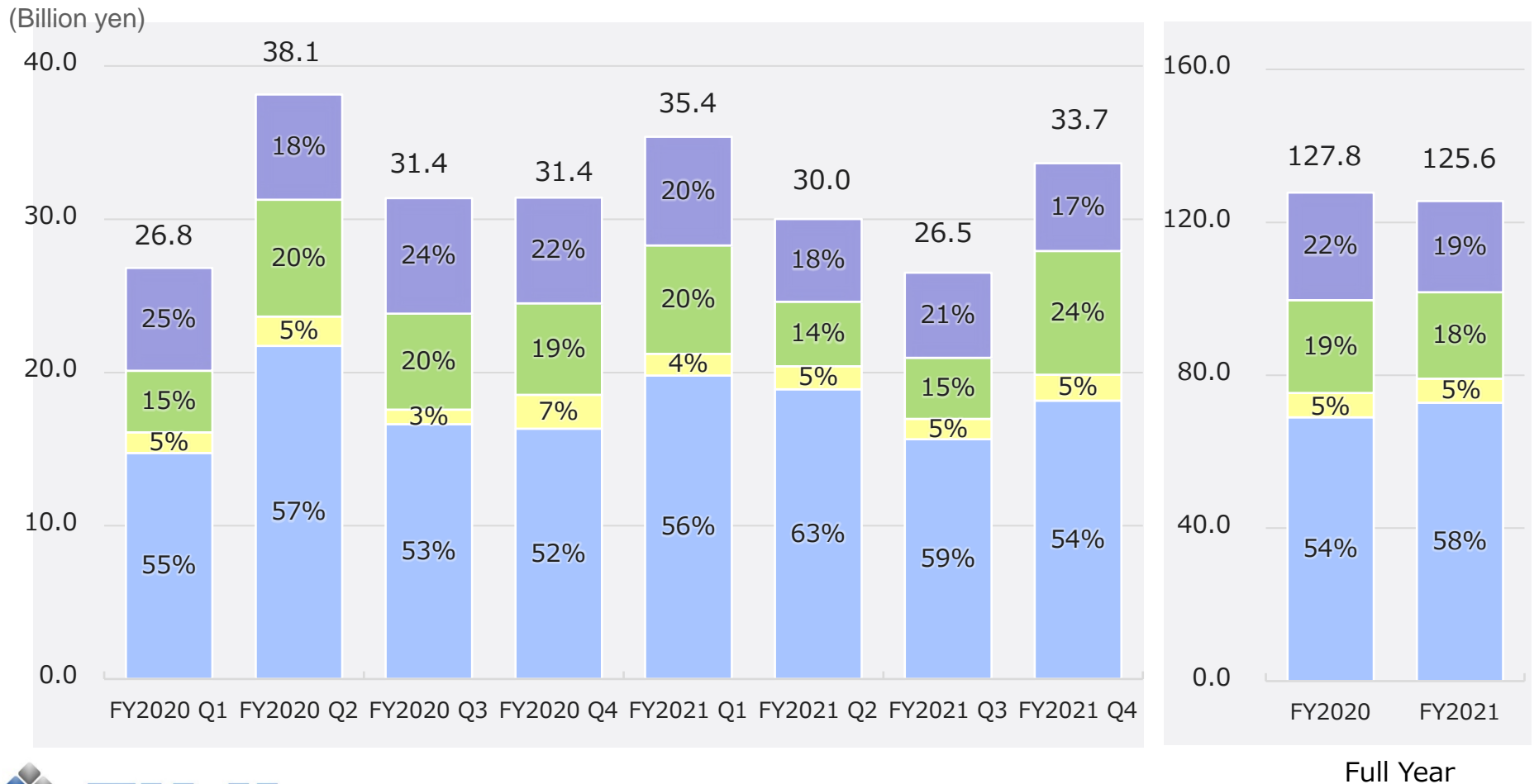


Robotic Solutions Division Net Sales by Sector



Robotic Solutions Division Net Sales by Machine Type

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



Machine Tools Division

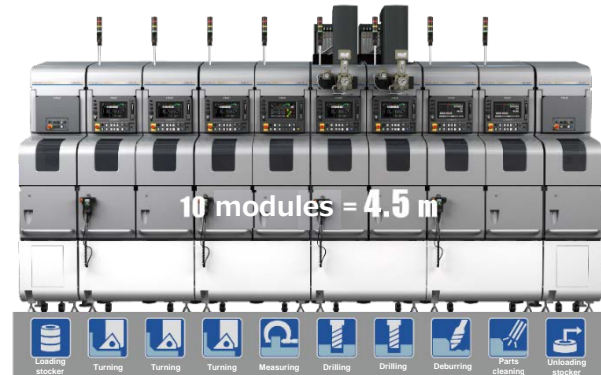
Ultimate Multi
Task Machine

GYROFLEX



Modular Production
Equipment

DLF_n



Front Facing Twin
Spindle Lathe

CS SERIES



Horizontal CNC Lathe
TN series

TN SERIES



Opposed twin
spindle lathe

AN SERIES

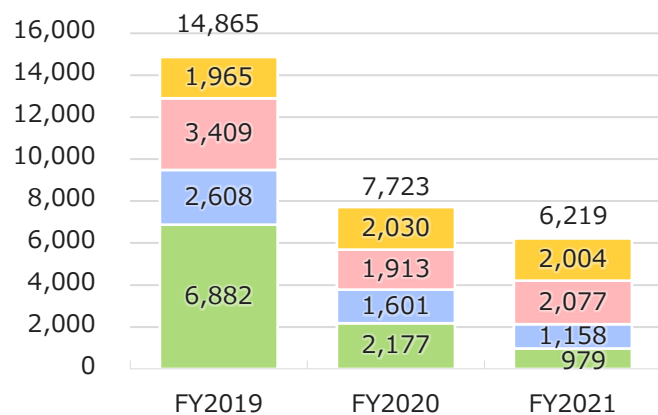


Machine Tools Division Results

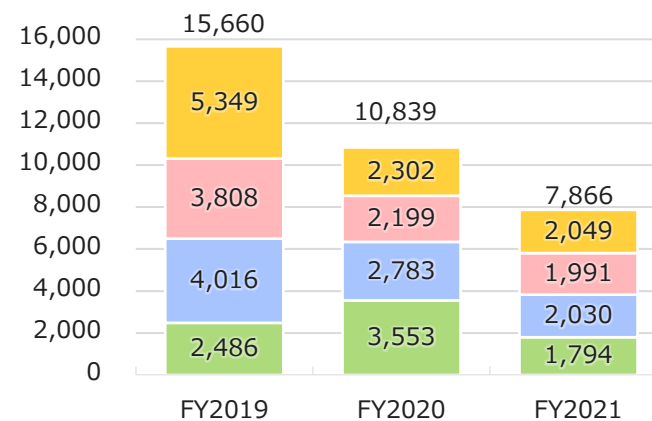
(Million yen)

	FY2020 results	FY2021 results	Compared to the same period last year	
			Amount	Ratio
Orders	7,723	6,219	▲1,503	▲19.5%
Net sales	10,839	7,866	▲2,973	▲27.4%
Operating profit	▲636	▲1,324	▲688	-
Order backlogs	5,333	3,686	▲1,646	▲30.9%

Orders



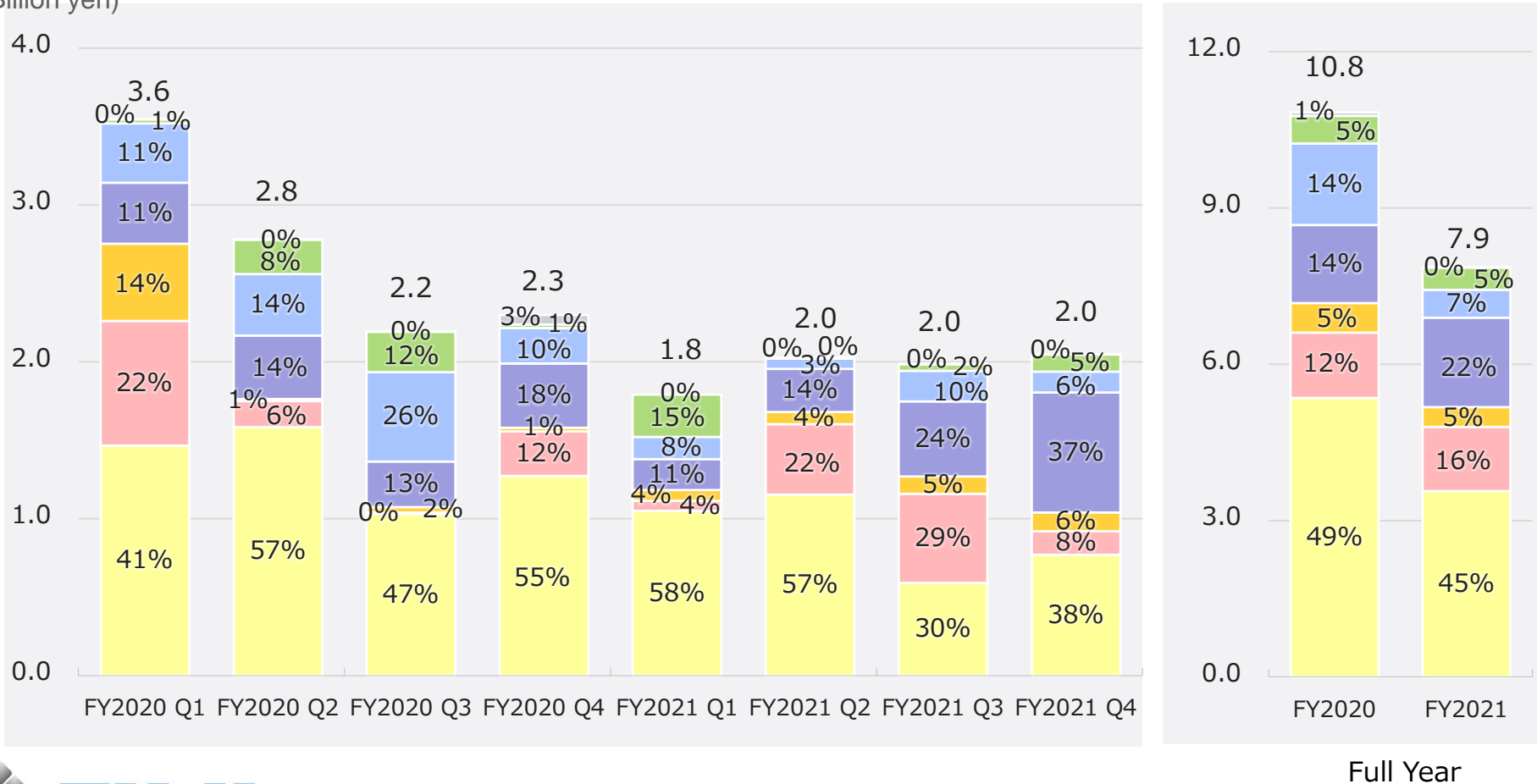
Net Sales



Machine Tools Division Net Sales by Region

■ Japan
 ■ China
 ■ Other Asia
 ■ United States
 ■ Other North America
 ■ Europe
 ■ Others

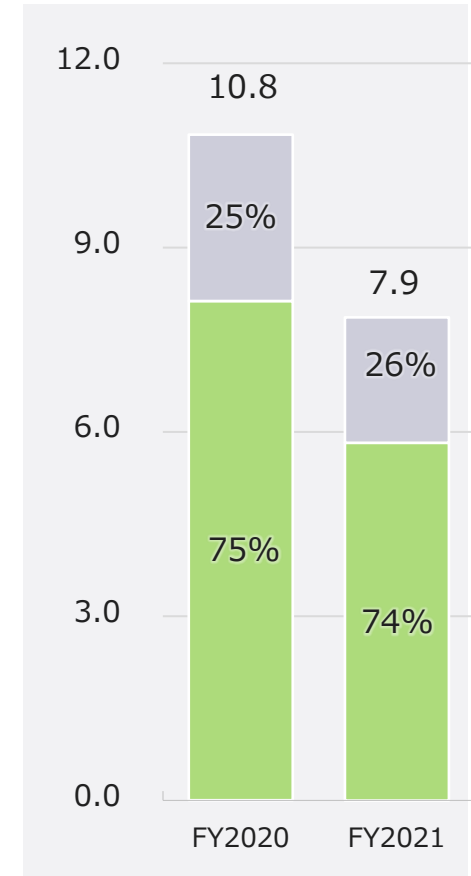
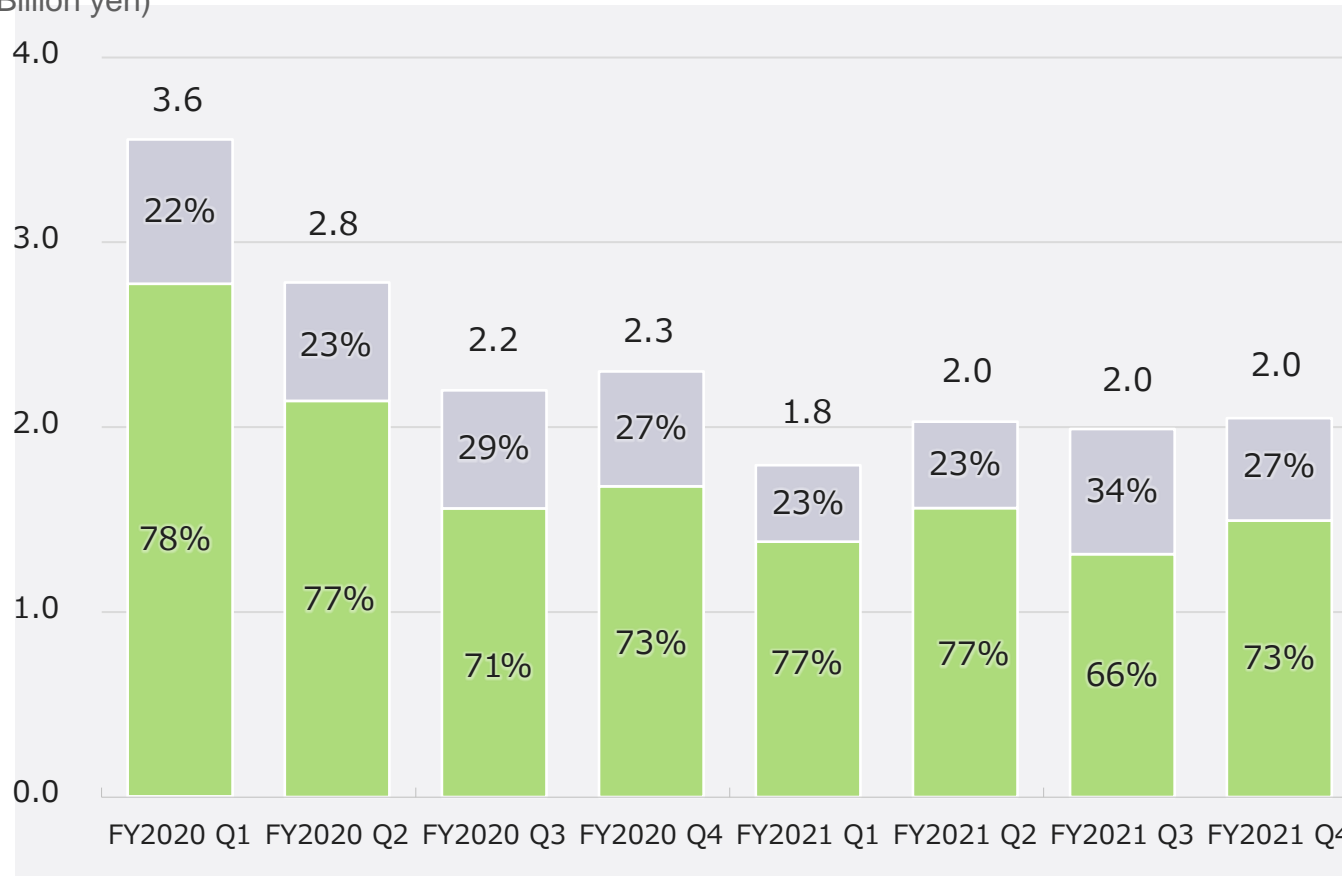
(Billion yen)



Machine Tools Division Net Sales by Machine Type



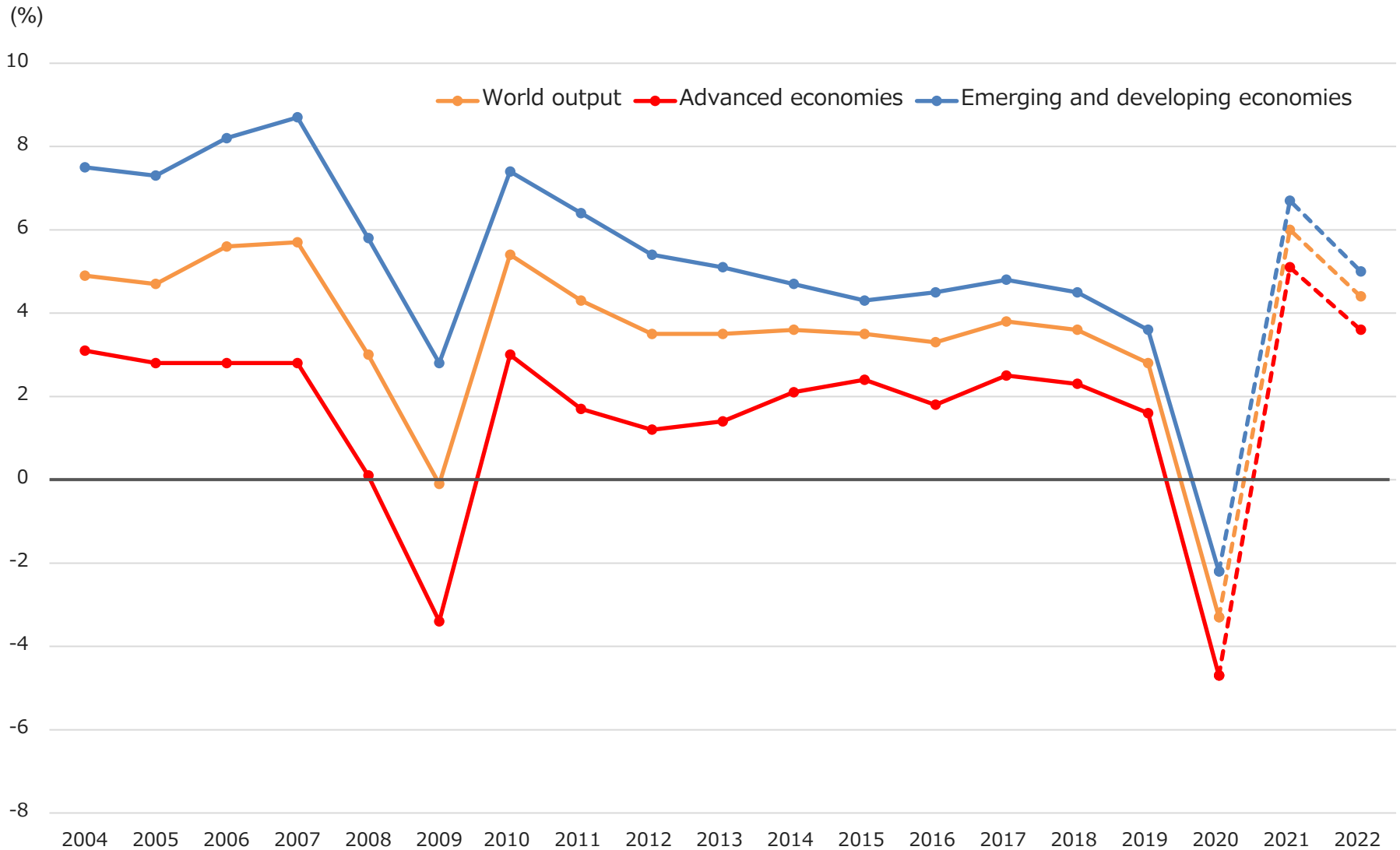
(Billion yen)



Full Year

Financial Forecast for FY2022

Economic Growth Rates



Source : IMF, World Economic Outlook, April 2021.

Manufacturing PMI by Region (Economic Indicator)

	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21
Global	52.4	53.0	53.8	53.8	53.6	53.9	55.0	55.8
United States	53.2	53.4	56.7	57.1	59.2	58.6	59.1	60.5
Euro Zone	53.7	54.8	53.8	55.2	54.8	57.9	62.5	62.9
Japan	47.7	48.7	49.0	50.0	49.8	51.4	52.7	53.6
Taiwan	55.2	55.1	56.9	59.4	60.2	60.4	60.8	62.4
South Korea	49.8	51.2	52.9	52.9	53.2	55.3	55.3	54.6
China	51.5	51.4	52.1	51.9	51.3	50.6	51.9	51.1
India	56.8	58.9	56.3	56.4	57.7	57.5	55.4	55.5
Indonesia	47.2	47.8	50.6	51.3	52.2	50.9	53.2	54.6
Russia	48.9	46.9	46.3	49.7	50.9	51.5	51.1	50.4
Brazil	64.9	66.7	64.0	61.5	56.5	58.4	52.8	52.3

Source : IHS MARKIT

Consolidated Results Forecasts

(Million yen)

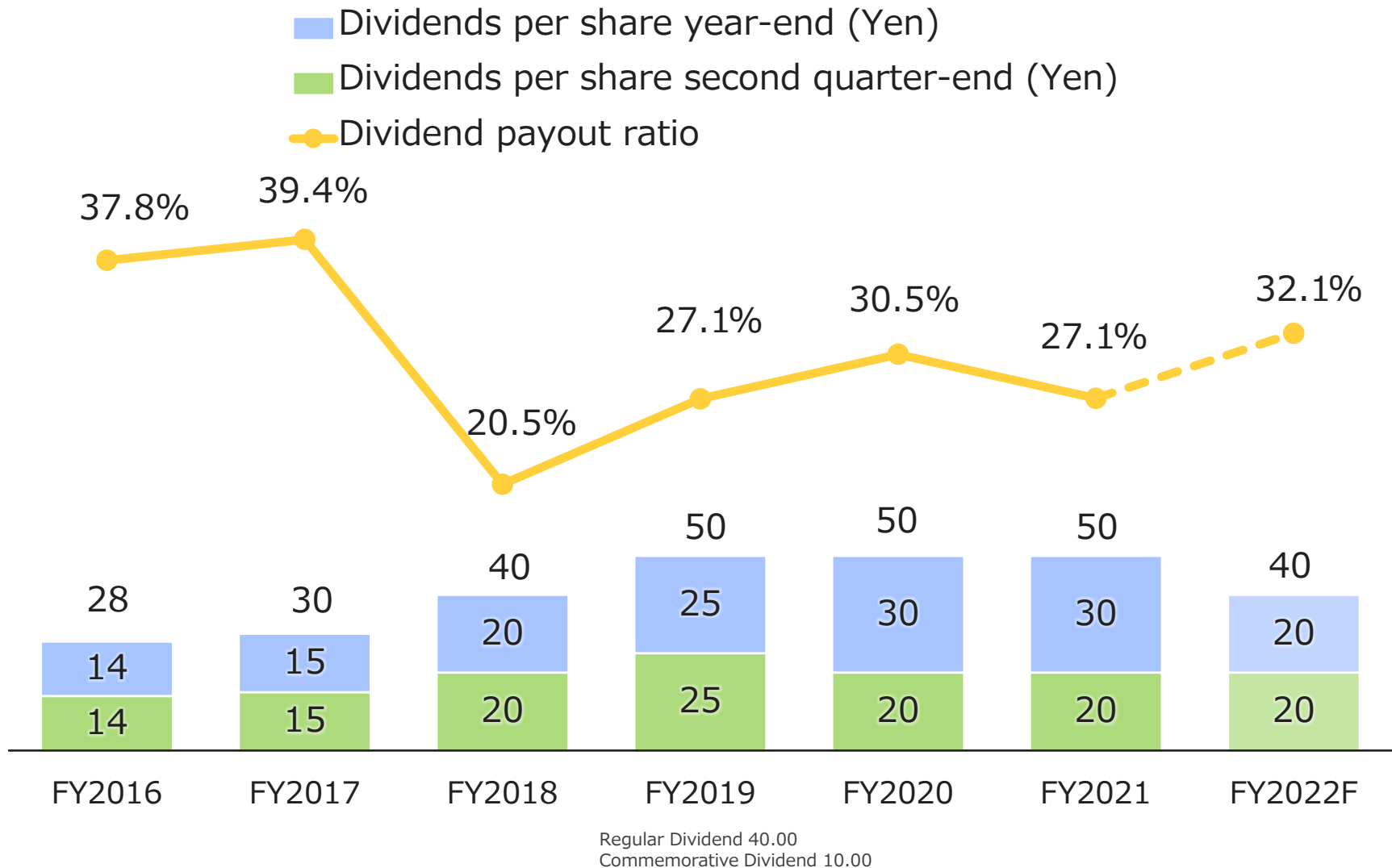
	FY2021 results	Forecast for FY2022			
		First half		Full year	
				Compared to the same period last year	
				Amount	Ratio
Orders	150,021	57,000	121,000	▲29,021	▲19.3%
Net sales	136,161	61,000	125,000	▲11,161	▲8.2%
Operating profit	21,904	7,100	16,500	▲5,404	▲24.7%
Operating profit ratio	16.1%	11.6%	13.2%	—	—
Ordinary profit	23,224	7,100	16,700	▲6,524	▲28.1%
Profit attributable to owners of parent	17,167	5,000	12,000	▲5,167	▲30.1%

Forecast of Orders and Net Sales by Segments

(Million yen)

		FY2021 results	Forecast for FY2022			
			First half		Full year	
					Compared to the same period last year	
					Amount	Ratio
Robotic Solutions	Orders	141,129	50,000	105,000	▲36,129	▲25.6%
	Net sales	125,569	55,000	110,000	▲15,569	▲12.4%
	Order backlogs	42,064	37,064	37,064	▲5,000	▲11.9%
Machine Tools	Orders	6,219	5,500	13,000	+6,780	+109.0%
	Net sales	7,866	4,500	12,000	+4,133	+52.5%
	Order backlogs	3,686	4,686	4,686	+1,000	+27.1%
Others	Orders	2,672	1,500	3,000	+327	+12.2%
	Net sales	2,725	1,500	3,000	+274	+10.1%
	Order backlogs	260	260	260	±0	-
Total	Orders	150,021	57,000	121,000	▲29,021	▲19.3%
	Net sales	136,161	61,000	125,000	▲11,161	▲8.2%
	Order backlogs	46,010	42,010	42,010	▲4,000	▲8.7%

Dividends per share / Dividend payout ratio



Topics

Reached 100,000 machines shipped for the NXT-series

In March 2021, Fuji shipped its 100,000th machine in the placement machine NXT series.

In the 18 years since its launch in 2003, the NXT series has continued to evolve in pursuit of high speed and high accuracy while maintaining its revolutionary module concept that has remained unmatched anywhere in the world. These machines are used by customers in more than 60 countries around the world to support production of electronic devices.



NXT III



NXT machines in company D

Fuji's mobility support robot Hug T1-02 won the 9th Robot Awards in the category awarded by Japan's Ministry of Health, Labour and Welfare (MHLW)



Hug T1-02 won the Ministry of Health, Labor and Welfare's award, the highest award in the field of nursing care, medical care, and health, at the 9th Robot Awards.

This was evaluated for its high reputation in the market for considering the main needs of users as a tool for toileting assistance, being a lighter weight and easy to use, down to the fine details while incorporating many ingenious features.

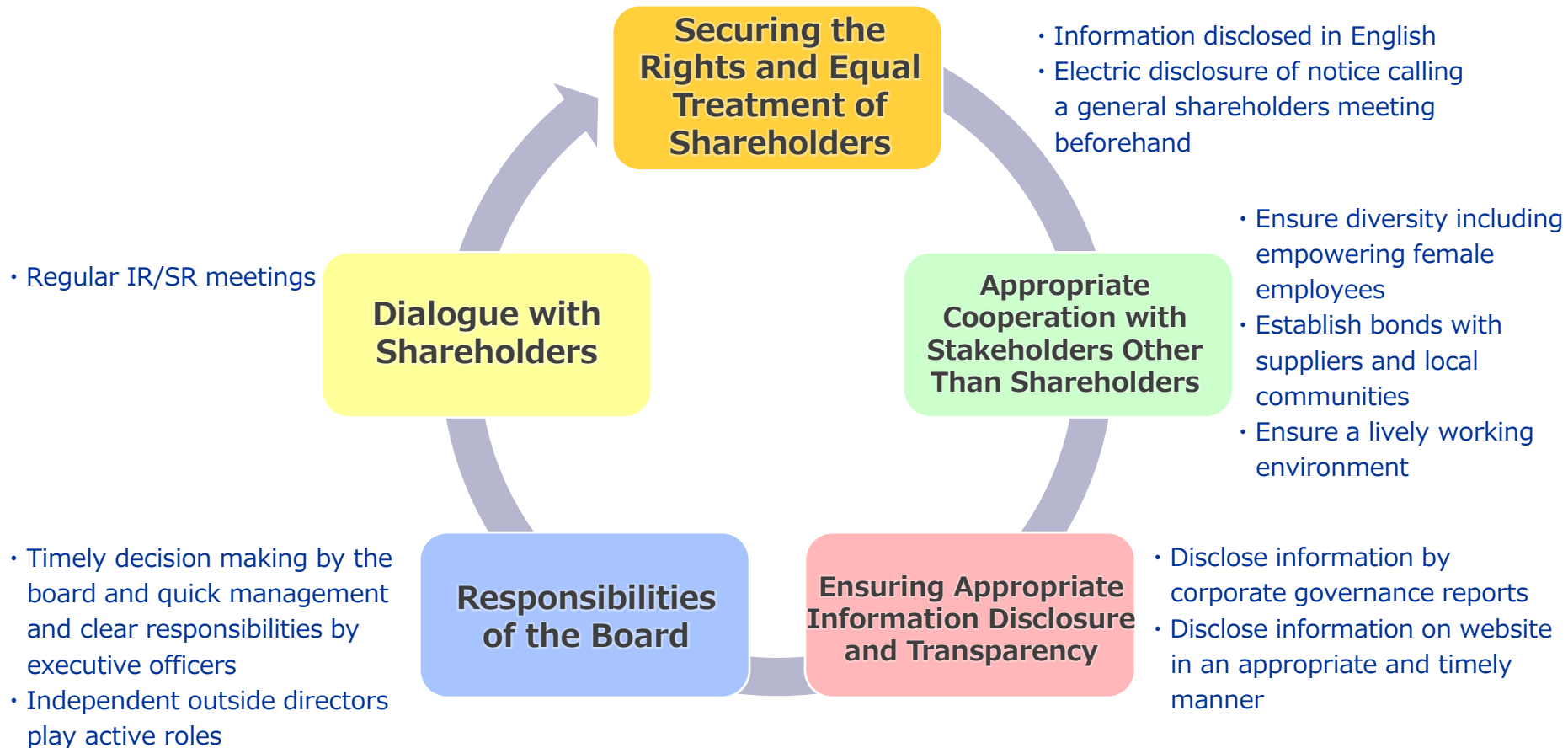
We will continue to listen to the voices of people engaged in care giving and care receivers while further developing and providing robots that can contribute to care giving.

Click here for details of the 9th Robot Awards
<https://www.robotaward.jp/>



Corporate Governance Code

FUJI is improving corporate value based on Corporate Governance Code.



お客様に感動を!

Excite and Inspire



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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.