

FUJI CORPORATION

First Quarter for Fiscal Year Ending March 2022

Financial Results Explanatory Materials

August 2021

First section of the Nagoya Stock Exchange

First Section of the Tokyo Stock Exchange

Securities code : 6134

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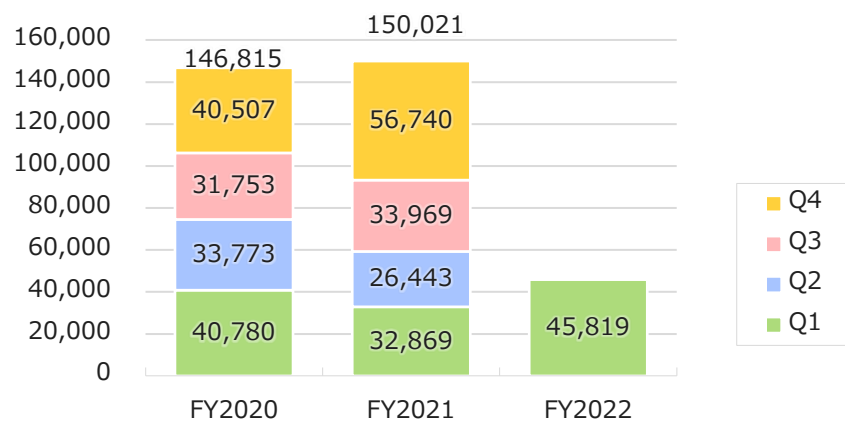
FY2022 Q1 Results

- ◎ Sales increased by 2.5% from the previous year, despite the impact difficulties in procuring electronic components has had on our delivery.
- ◎ Profit sees an increase with improvements in selling prices and production efficiency

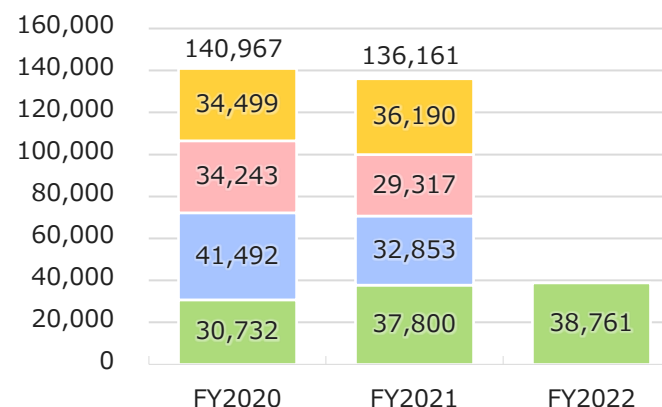
(Millions of yen)

	FY2021 Q1 results	FY2022 Q1 results	Compared to the same period last year	
			Amount	Ratio
Orders	32,869	45,819	+12,950	+39.4%
Net sales	37,800	38,761	+961	+2.5%
Operating profit	6,434	8,845	+2,410	+37.5%
Ordinary profit	6,991	9,232	+2,241	+32.1%
Profit attributable to owners of parent	4,948	6,467	+1,519	+30.7%

Orders



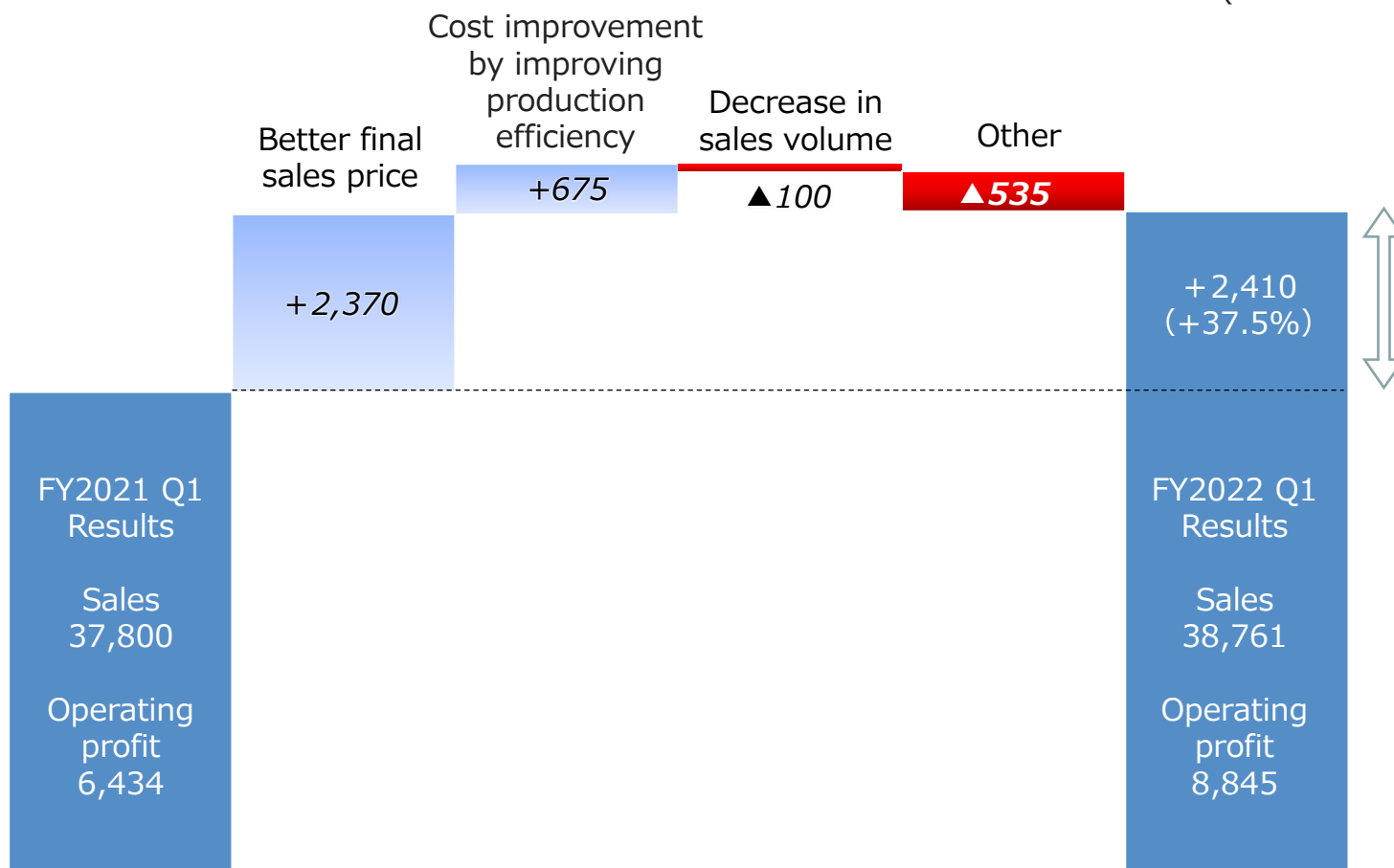
Net sales



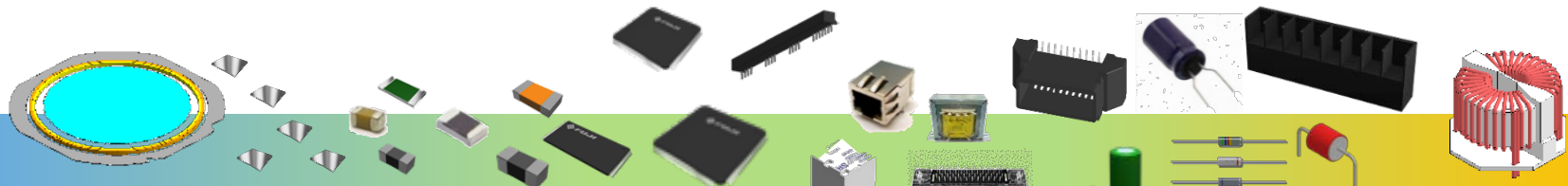
Operating Income Increase/Decrease Analysis

© Despite a decrease in sales volume, operating profit increased by 2,410 million yen year over year due to improved selling prices and other factors.

(Millions of yen)



Robotic Solutions Division



Solder printing

Die

SMD

Insertion parts



GPX-C

FASFORD TECHNOLOGY
DB Series

NXTR

NXT
Fuji Scalable Placement Platform

AIMEX

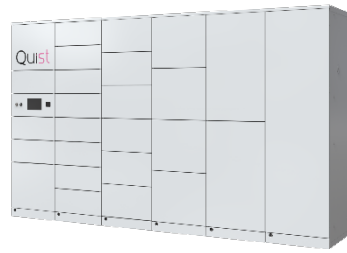
sFAB-SH

Multijoint robot

Plasma processing equipment

Delivery locker system

Nursing care robots



SmartWing
FUJI
innovative spirit

Tough Plasma

QuiSt

HUG

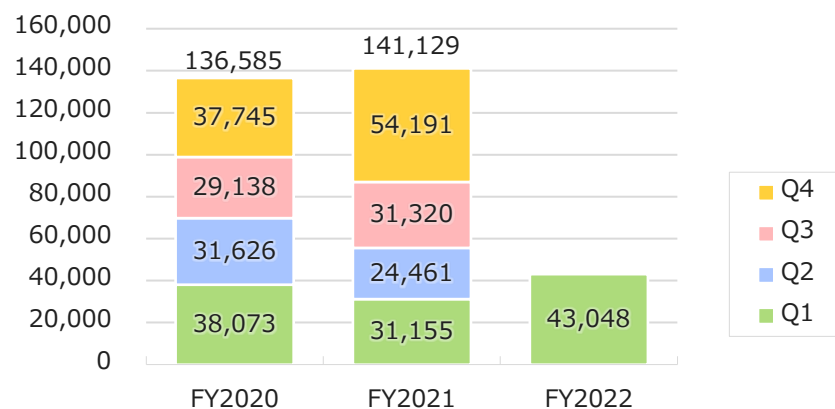
Robotic Solutions Division Results

- ◎ The chip mounter market remained strong in regard to capital investment demands, especially in China.
- ◎ The key performance drivers are the automotive industry and semiconductor industry, which are both on track to recovery, in addition to solid demand for smartphones and similar products.

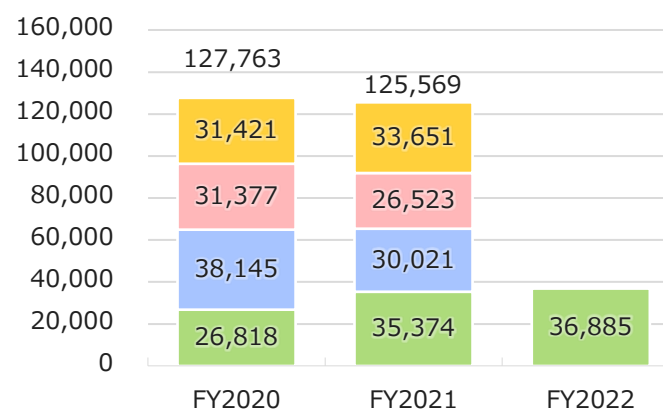
(Millions of yen)

	FY2021 Q1 results	FY2022 Q1 results	Compared to the same period last year	
			Amount	Ratio
Orders	31,155	43,048	+11,892	+38.2%
Net sales	35,374	36,885	+1,511	+4.3%
Operating profit	7,519	9,654	+2,134	+28.4%
Order backlogs	22,286	48,227	+25,940	+116.4%

Orders



Net sales

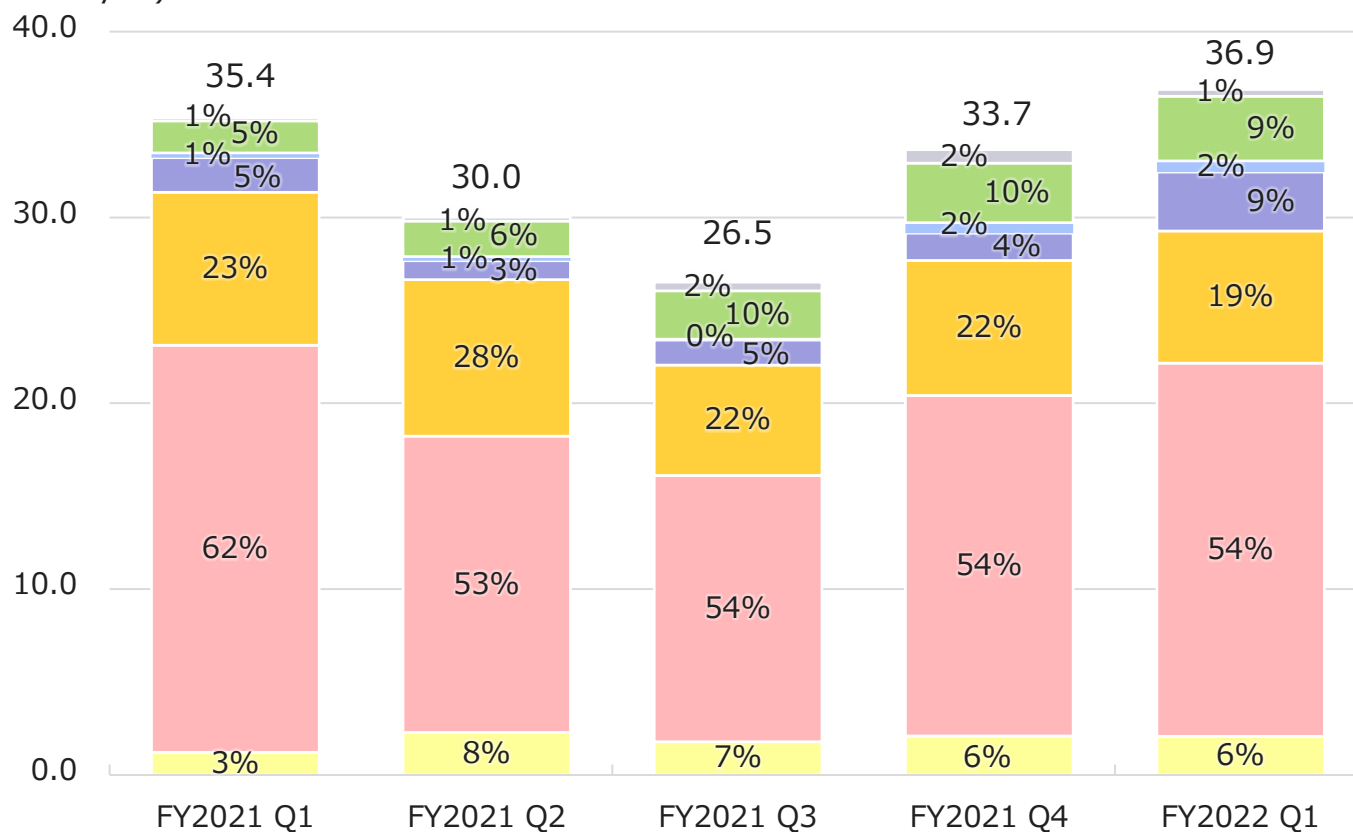


Robotic Solutions Division Net Sales by Region

- ◎ U.S.: Significant growth mainly in sales for automotive and industrial machinery applications
- ◎ China: Solid performance on projects for Chinese smartphone manufacturers

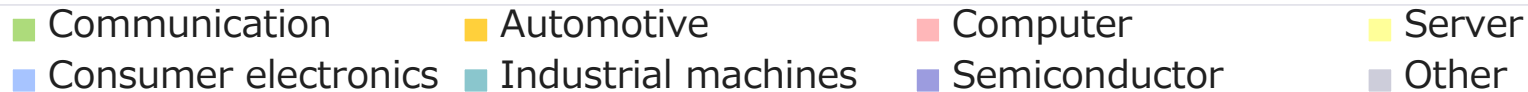
■ Japan
 ■ China
 ■ Rest of Asia
 ■ U.S.
 ■ North America(excl. U.S.)
 ■ Europe
 ■ Other

(Billions of yen)

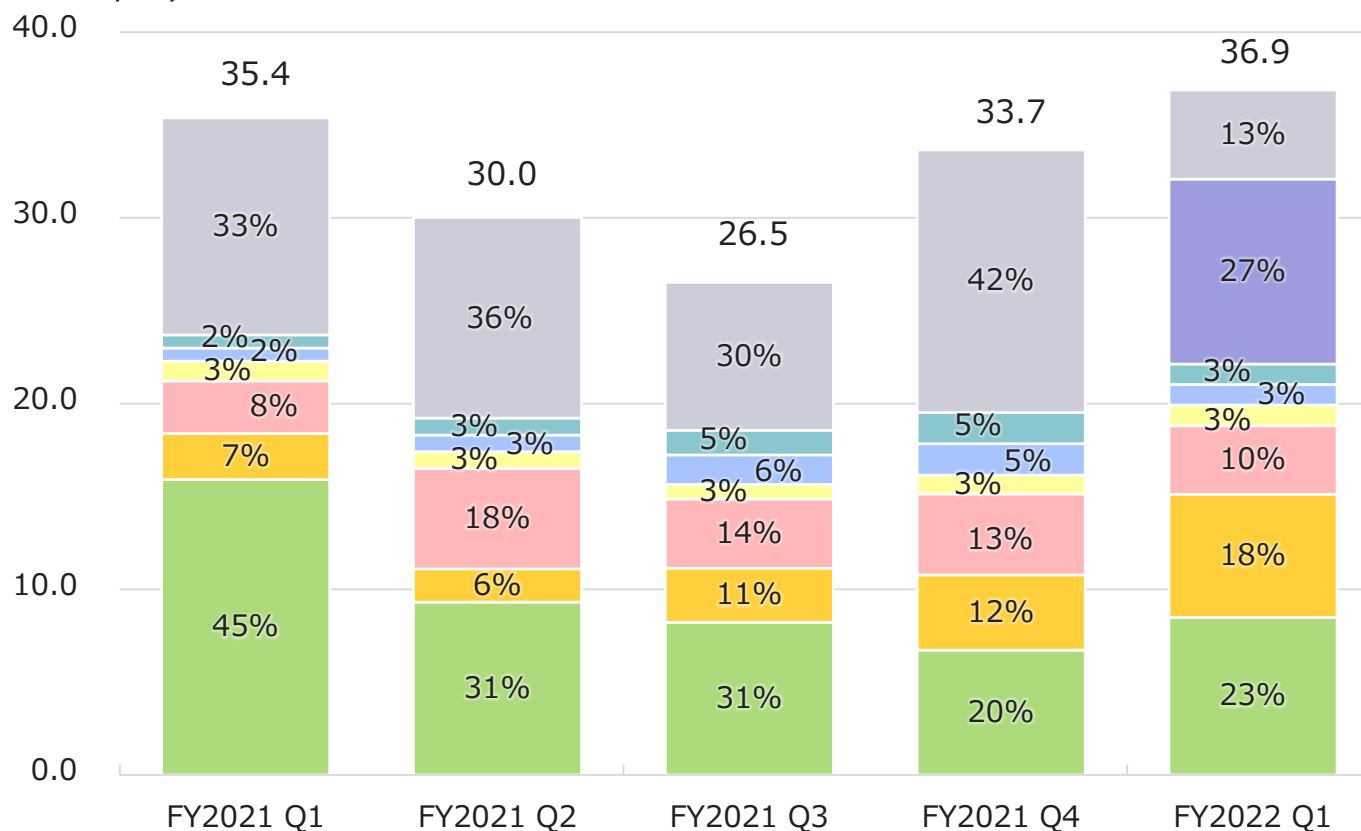


Robotic Solutions Division Net Sales by Sector

- ⦿ Automotive: Notable recovery in equipment demand attributable mainly to major EMS companies in the North America and European automotive manufacturers.
- ⦿ Semiconductor: Data is separate from the "Other" classification and disclosed as a separate class from this time



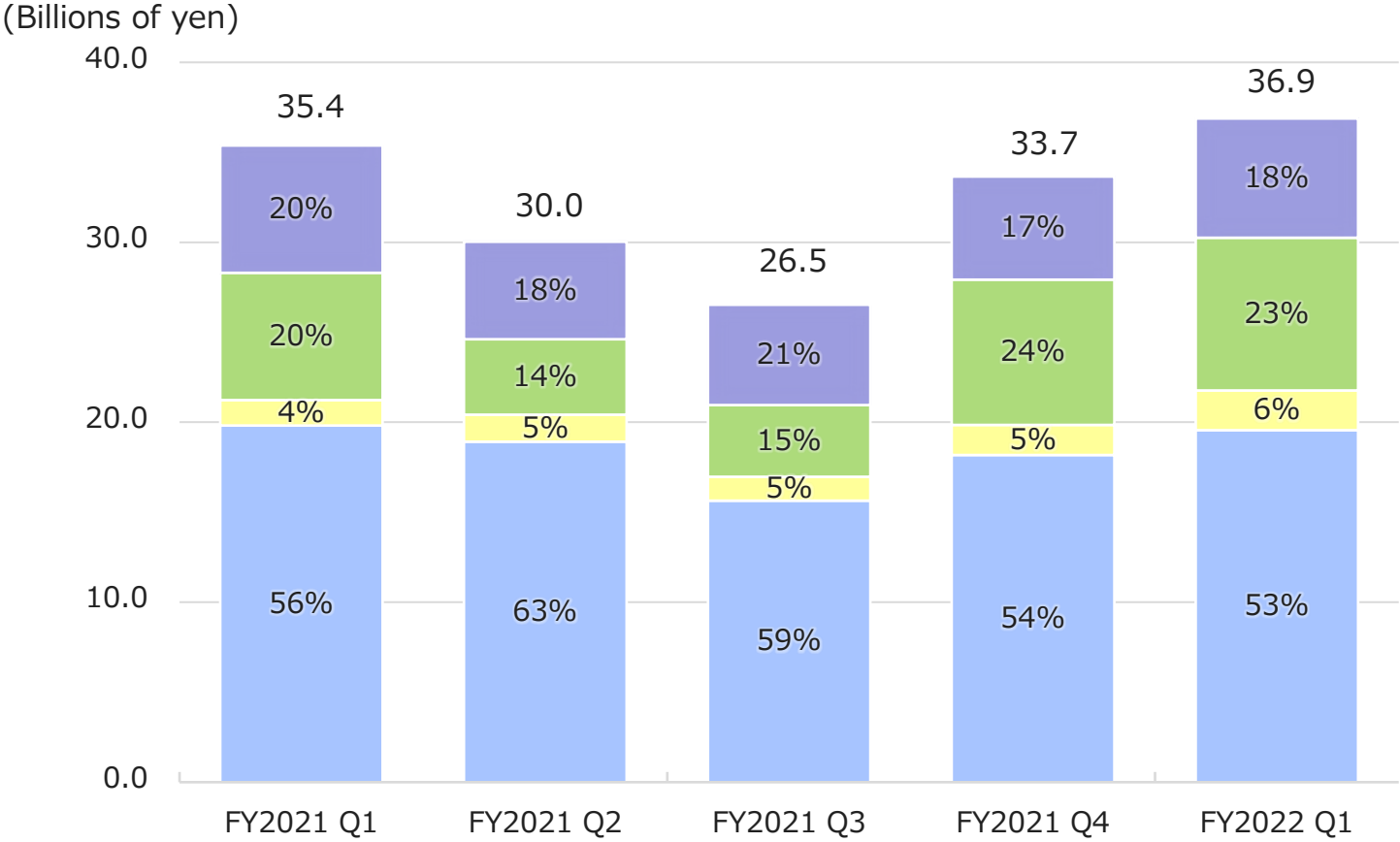
(Billions of yen)



Robotic Solutions Division Net Sales by Machine Type

© Other products: Semiconductor manufacturing equipment showed a strong performance.

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



Machine Tools Division

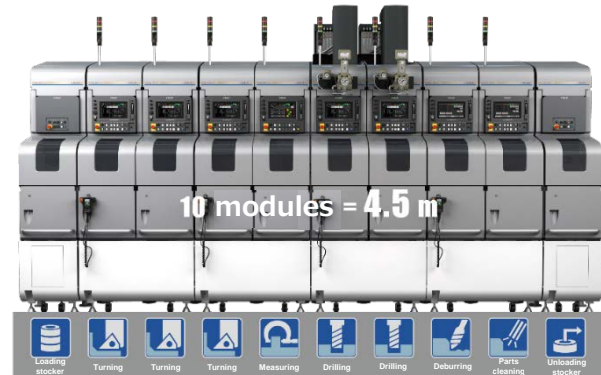
Ultimate Multi Task Machine

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



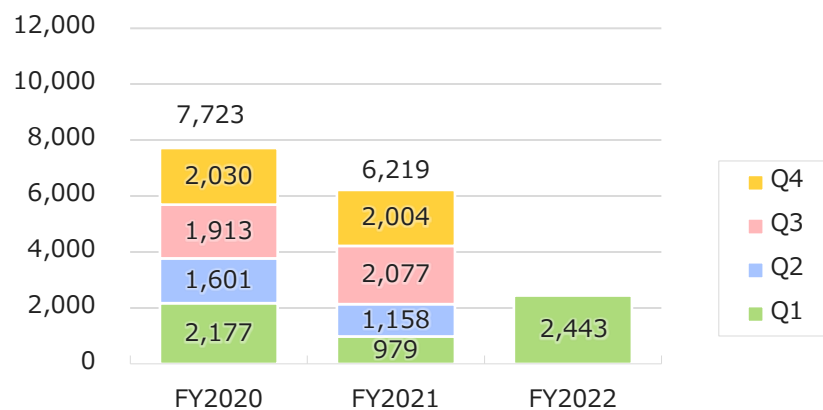
Machine Tools Division Results

© As economic activities are recovering in overseas markets, this recovery trend is also being seen in our orders.

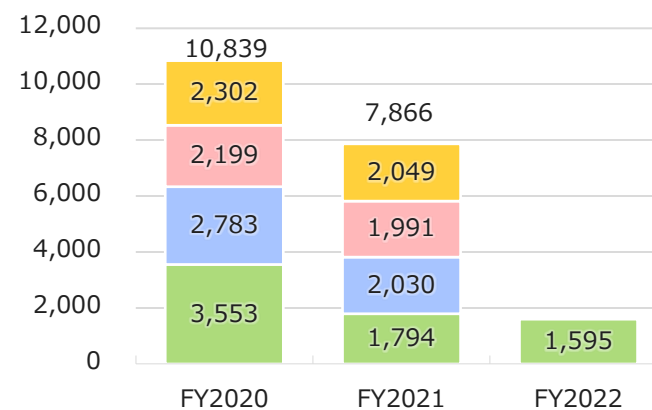
(Millions of yen)

	FY2021 Q1 results	FY2022 Q1 results	Compared to the same period last year	
			Amount	Ratio
Orders	979	2,443	+ 1,463	+ 149.5%
Net sales	1,794	1,595	▲ 199	▲ 11.1%
Operating profit	▲ 337	0	+ 338	-
Order backlogs	4,517	4,534	+ 16	+ 0.4%

Orders



Net sales

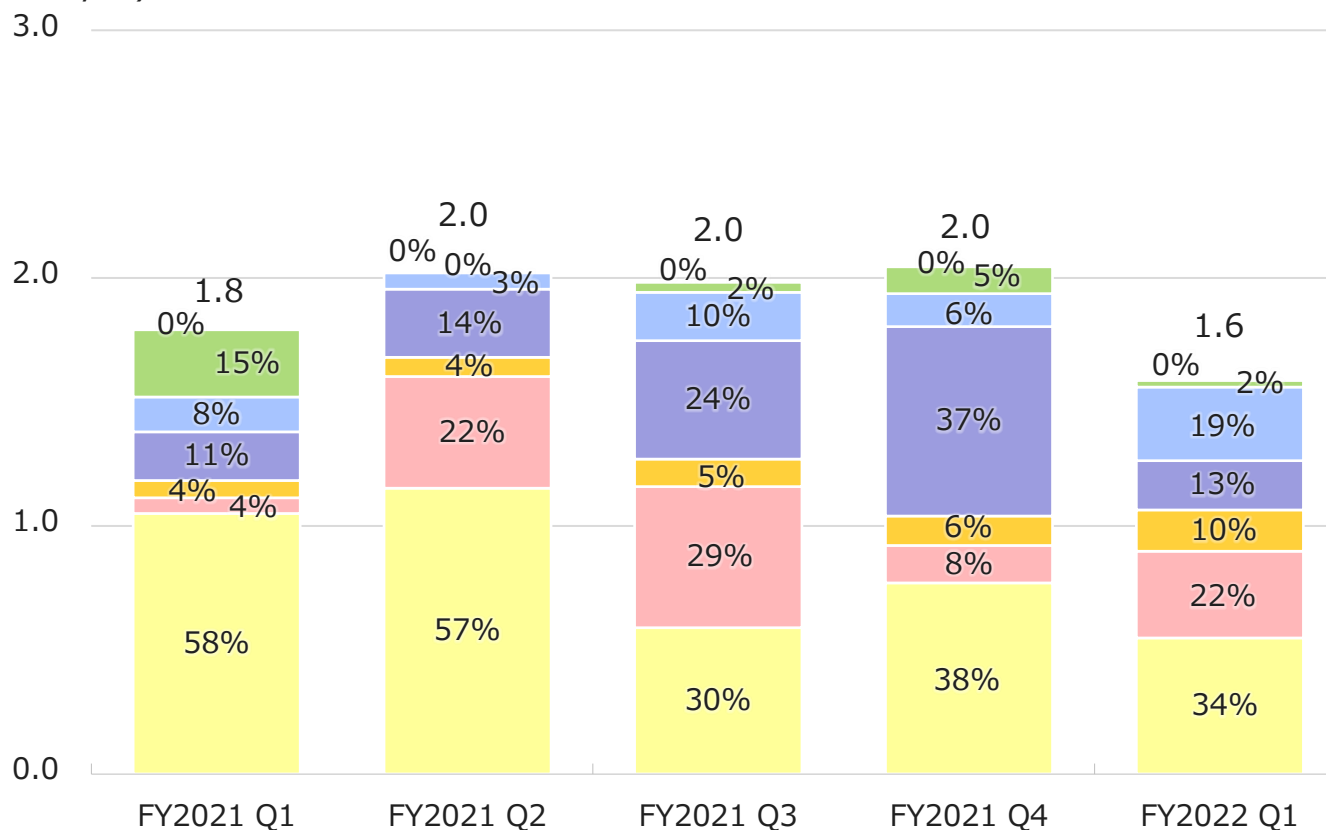


Machine Tools Division Net Sales by Region

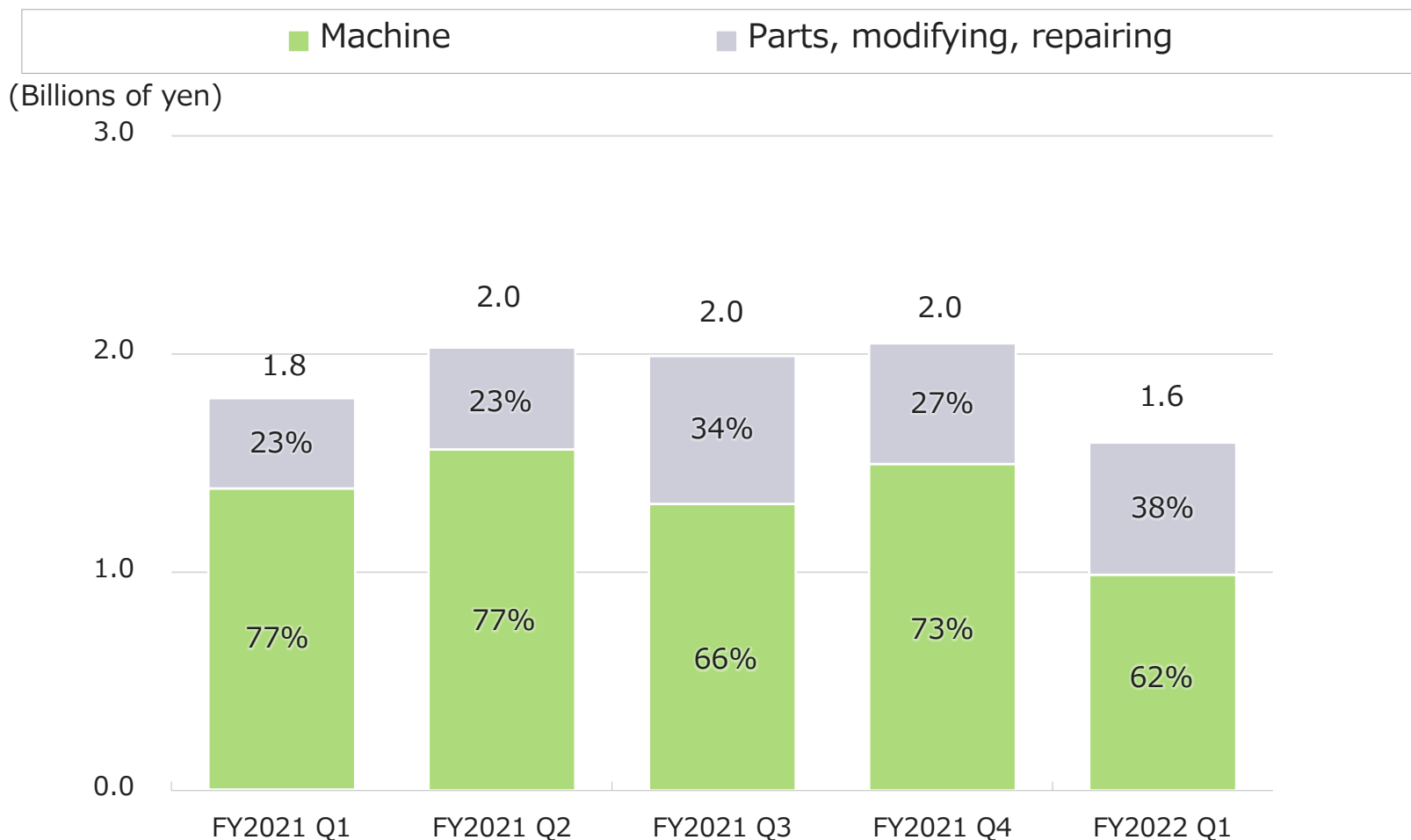
- ◎ Japan: Equipment demand for the Japanese market remains weak
- ◎ North America (excl. U.S.): Substantial growth was driven by investment projects in Canada

■ Japan
 ■ China
 ■ Rest of Asia
 ■ U.S.
 ■ North America(excl. U.S.)
 ■ Europe
 ■ Other

(Billions of yen)



Machine Tools Division Net Sales by Machine Type



- ❖ 1. Financial Summary
- ❖ 2. Financial Forecast for FY2022
- ❖ 3. Topics

Results Forecasts

- ◎ Robotic Solutions Division: Capital investment is booming in several industries
- ◎ Machine Tools Division: The market is on track to recovery. Our yearly forecast is kept unchanged.
- ◎ We made an upward revision as we can now see a light at the end of the tunnel for procurement of semiconductors, which had been a concern.

(Millions of yen)

	FY2021 results	Forecast for FY2022				
		Forecast released May 11, 2021	Current forecast	Compared to the same period last year		Compared to previously released forecast
				Amount	Ratio	Amount
Orders	150,021	121,000	153,000	+2,978	+2.0%	+32,000
Net sales	136,161	125,000	151,000	+14,838	+10.9%	+26,000
Operating profit	21,904	16,500	29,000	+7,095	+32.4%	+12,500
Operating profit ratio	16.1%	13.2%	19.2%	—	—	—
Ordinary profit	23,224	16,700	29,000	+5,775	+24.9%	+12,300
Profit attributable to owners of parent	17,167	12,000	20,000	+2,832	+16.5%	+8,000

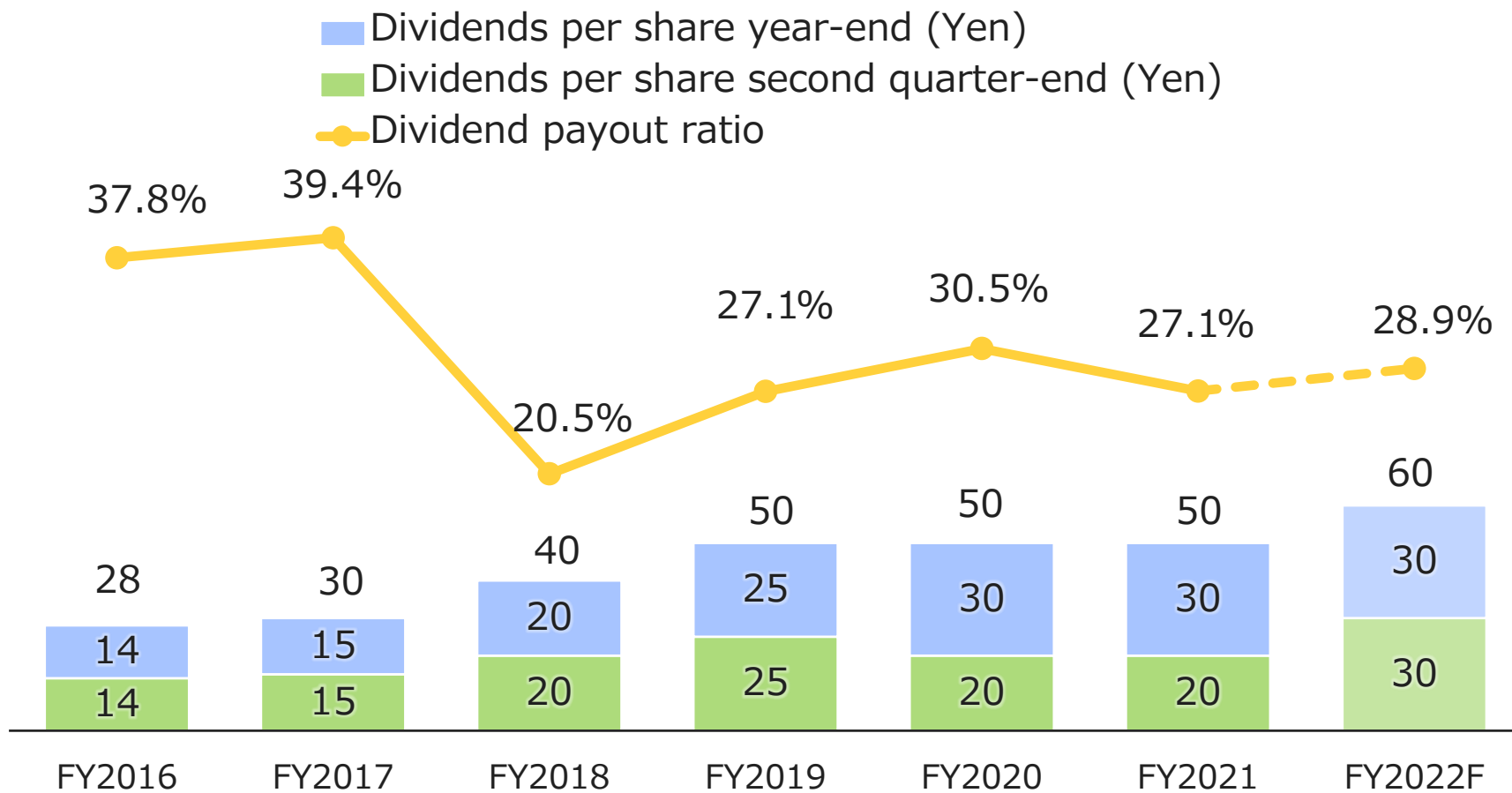
Forecast of Orders and Net Sales by Segments

(Millions of yen)

		FY2021 results	Forecast for FY2022				
			Forecast released May 11, 2021	Current forecast	Compared to the same period last year		Compared to previously released forecast
					Amount	Ratio	Amount
Robotic Solutions	Orders	141,129	105,000	137,000	▲4,129	▲2.9%	+32,000
	Net sales	125,569	110,000	136,000	+10,430	+8.3%	+26,000
	Order backlogs	42,064	37,064	43,064	+1,000	+2.4%	+6,000
Machine Tools	Orders	6,219	13,000	13,000	+6,780	+109.0%	±0
	Net sales	7,866	12,000	12,000	+4,133	+52.5%	±0
	Order backlogs	3,686	4,686	4,686	+1,000	+27.1%	±0
Others	Orders	2,672	3,000	3,000	+327	+12.2%	±0
	Net sales	2,725	3,000	3,000	+274	+10.1%	±0
	Order backlogs	260	260	260	±0	-	±0
Total	Orders	150,021	121,000	153,000	+2,978	+2.0%	+32,000
	Net sales	136,161	125,000	151,000	+14,838	+10.9%	+26,000
	Order backlogs	46,010	42,010	48,010	+2,000	+4.3%	+6,000

Dividends per share / Dividend payout ratio

© Along with the update on the earnings forecast, we have revised the annual dividend forecast from 40 yen to 60 yen.



Regular Dividend 40.00
Commemorative Dividend 10.00

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Opening of sustainability pages

As a means of enhancing information disclosure, we have added new sustainability pages on our website.

We strive to enhance higher corporate value and achieve sustainable growth.

Message from the President

We are contributing to a thriving society through sustained efforts in creating new value.

In recognition of our place within the manufacturing industry, The Group has built up the company philosophy based on the guiding precept of the company, "We will endeavor to work hard in research and development to provide excellent techniques to respond to customer confidence."

Since its foundation as a machine tool manufacturer in 1959, Fuji has expanded its business by introducing insertion machines and SMT pick and place machines to the world. In recent years, our cultivated robotics technology has driven Fuji into new fields such as semiconductor manufacturing equipment and articulated robots, medical care, nursing care, and logistics to address the problems faced by our customers and society. We believe that it is our responsibility to all stakeholders and society to share interests from these widely for the development of society as a whole.

Reflecting these circumstances, we are taking our business forward in line with our commitment to contributing to the SDGs and facilitating digital transformation, which enable us to address social issues and also contribute to a future beyond imagination. We also take CSR and ESG activities seriously to strengthen our business base and strive to enhance the corporate value and achieve sustainable growth.

President & COO Shinsuke Suhara

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



Opening of virtual showroom

We have opened a virtual showroom on our website.
Fuji showroom is accessible anytime, anywhere.

Virtual Showroom



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



Delivery locker system



Accelerated expansion to major retail stores

In response to the need for "automation and labor-saving" due to labor shortages and the need for "non-face-to-face and contactless" interaction that arose during the COVID-19 crisis, our smart locker system has accelerated its expansion into hardware stores, supermarkets, pharmacies, and other facilities.



<Co-op Nishinomiya Minami store of Co-op Kobe>

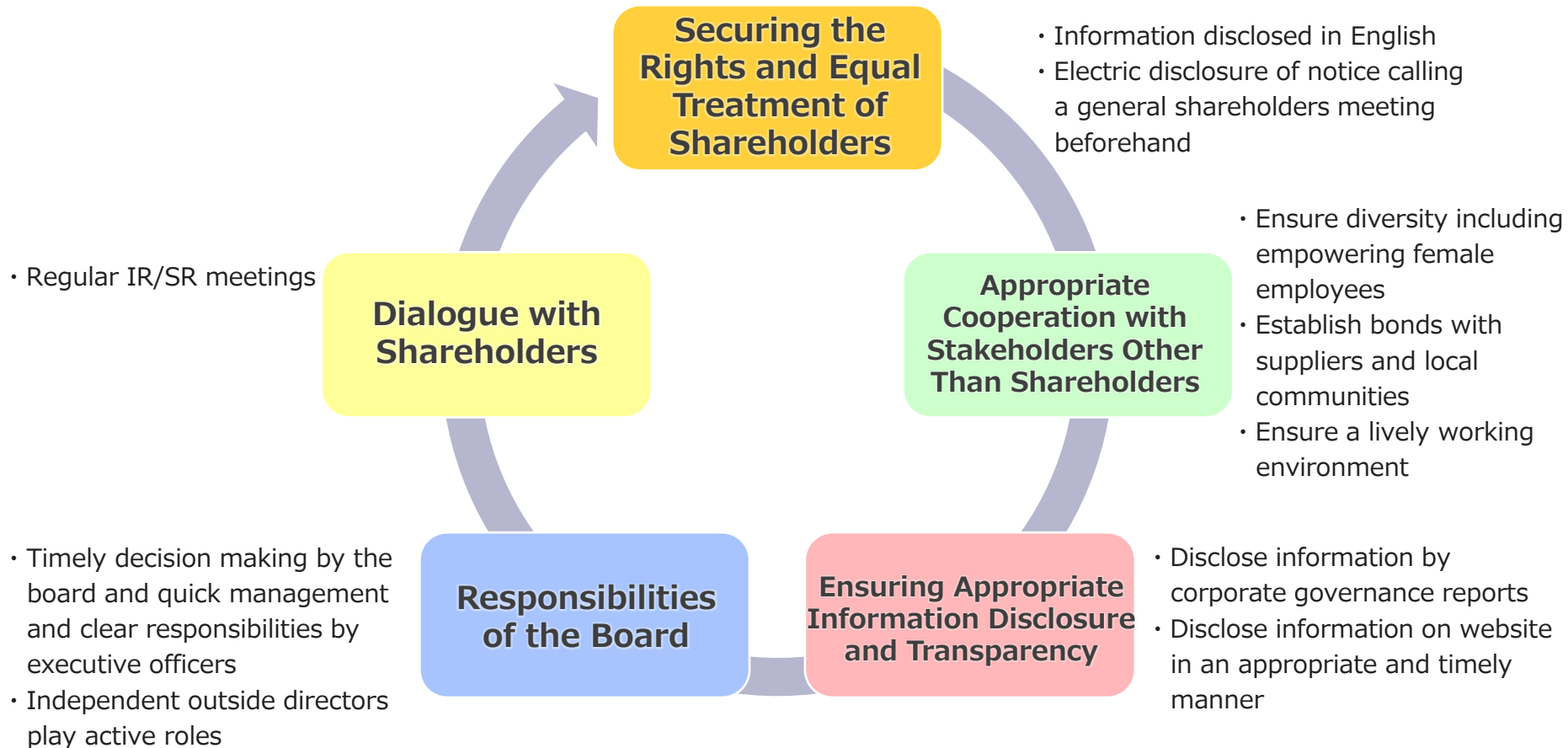
Facial recognition technology

A new face recognition feature (option) has been developed to enable more convenient pickups and high secure delivery of goods and cargo.



Corporate Governance Code

FUJI is improving corporate value based on Corporate Governance Code.



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.