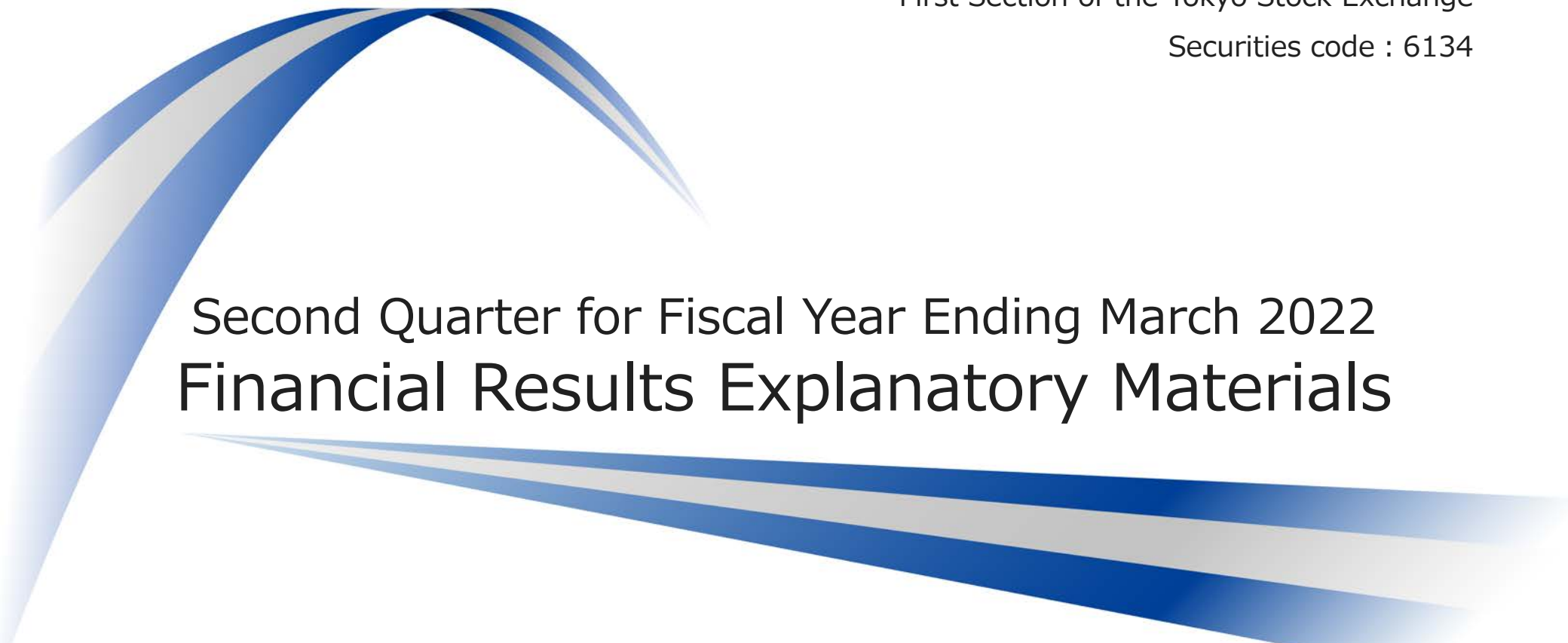


First section of the Nagoya Stock Exchange

First Section of the Tokyo Stock Exchange

Securities code : 6134



# Second Quarter for Fiscal Year Ending March 2022 Financial Results Explanatory Materials

November 2021





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

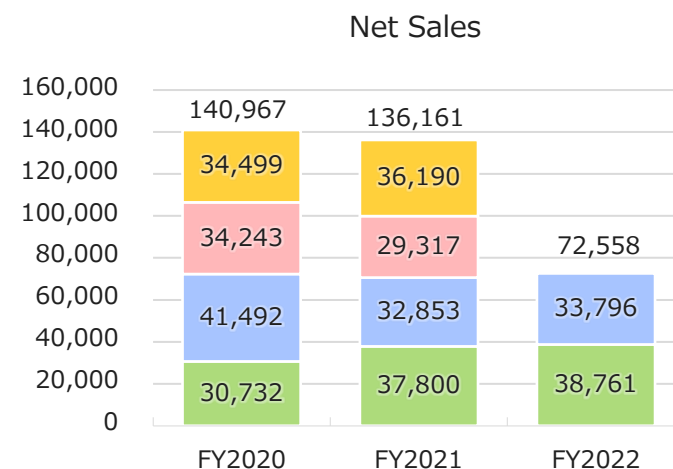
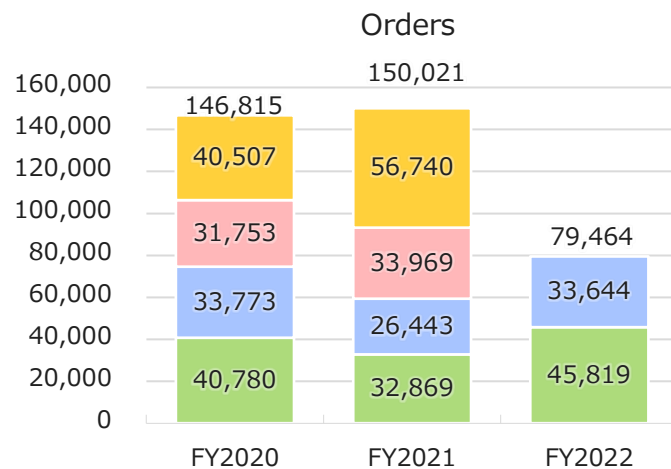

# 1. Financial Summary

# Q2 Results

- ◎ Sales increased 2.7% in this period compared to the previous year, despite the impact procurement difficulties for electronic components had on shipments.
- ◎ Increase in profit due to improvements in selling prices, etc.

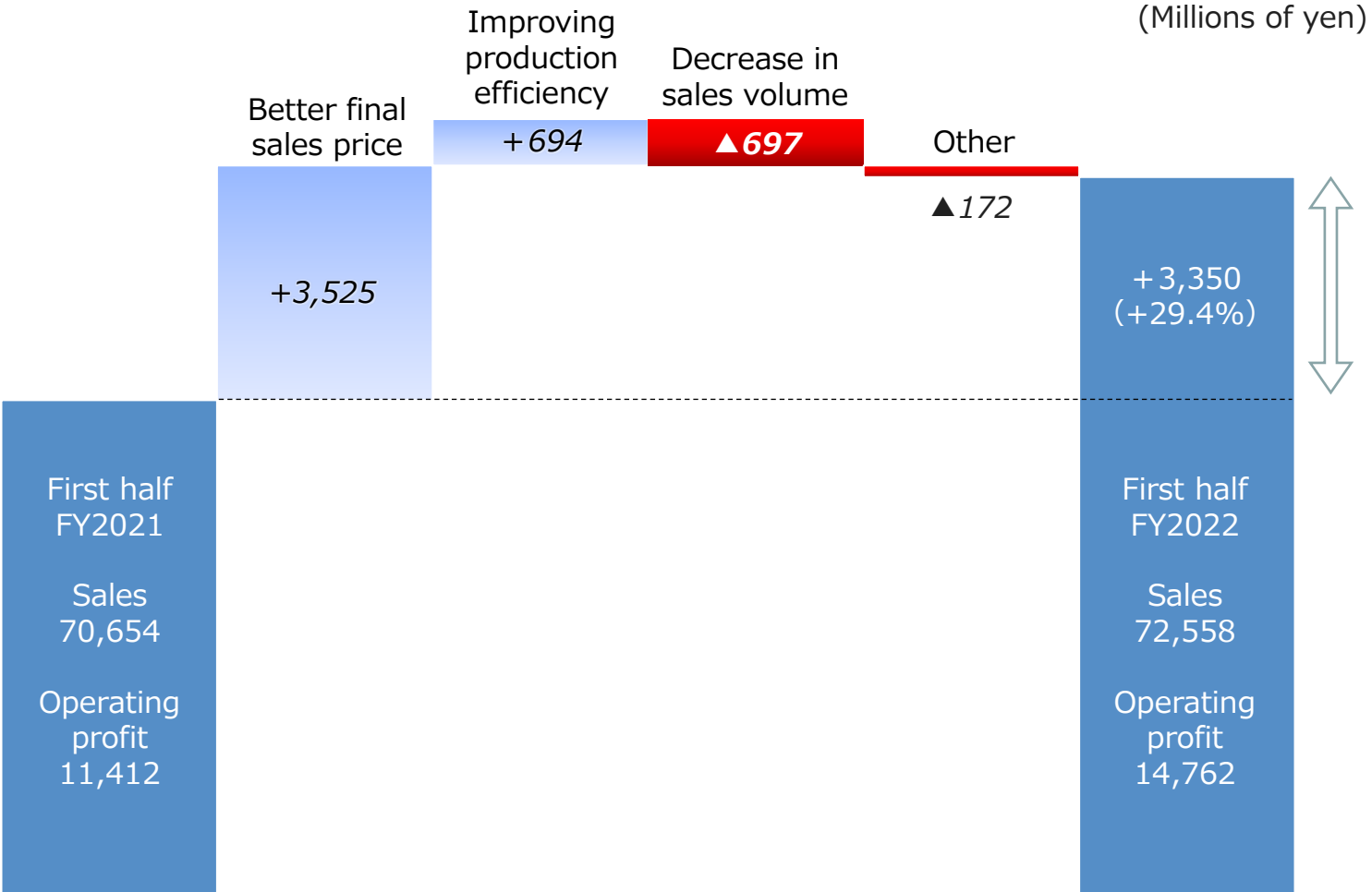
(Millions of yen)

	First half of FY2021 results	First half of FY2022 results	Compared to the same period last year	
			Amount	Ratio
Orders	59,312	79,464	+20,151	+34.0%
Net sales	70,654	72,558	+1,904	+2.7%
Operating profit	11,412	14,762	+3,350	+29.4%
Ordinary profit	12,118	15,241	+3,122	+25.8%
Profit attributable to owners of parent	8,681	11,165	+2,483	+28.6%

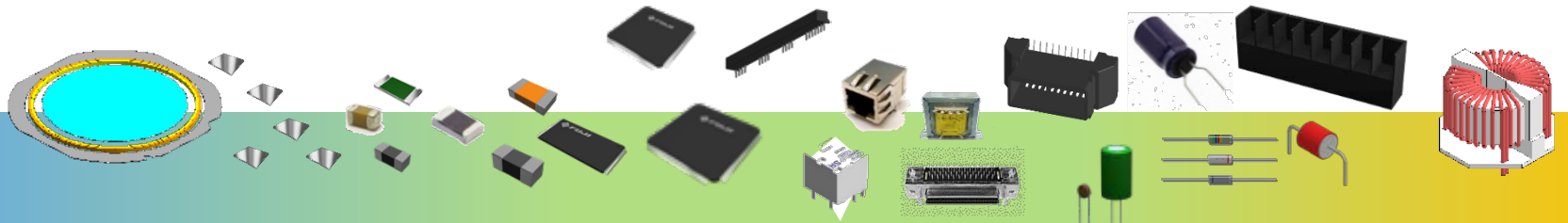


# Operating Income Increase/Decrease Analysis

© The operating profit increased 3,350 million compared to the same period in the previous year, mainly because of improvements in selling prices.



# Robotic Solutions Division



Solder printing

Die

SMD

Insertion parts



GPX-C

DB Series

NXTR

NXT  
Fuji Scalable Placement Platform

AIMEX

sFAB-SH

Multijoint robot



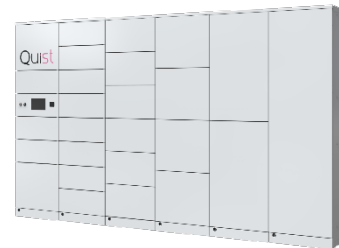
SmartWing

Plasma processing equipment



Tough Plasma

Delivery locker system



QuiSt

Nursing care robots



Huq

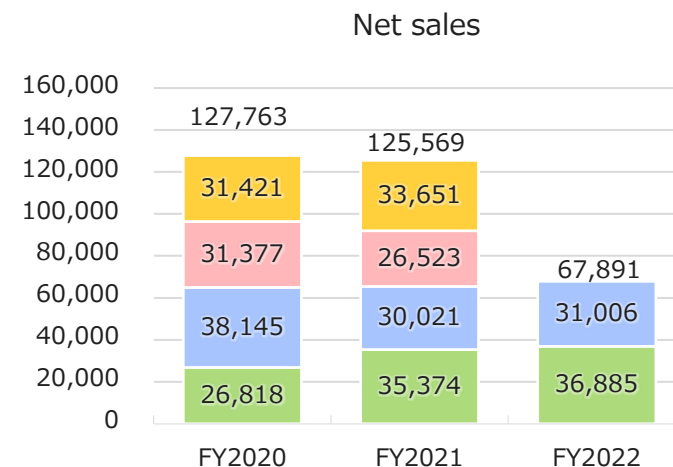
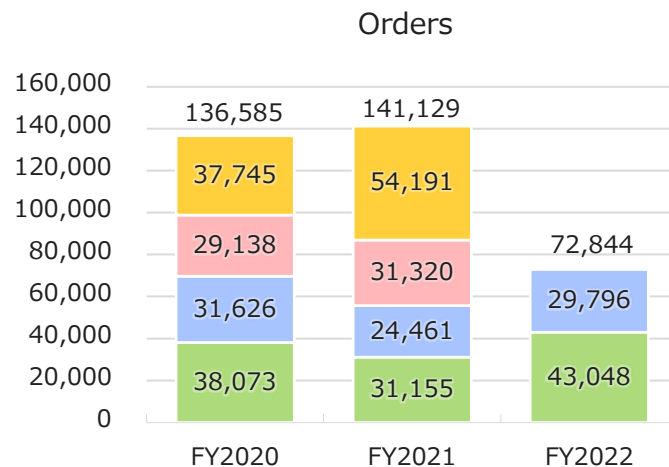


# Robotic Solutions Division Results

- © Demand for equipment used in electronic components manufacturing and semiconductor-related industries is driving earnings.
- © North American and European markets are seen as being in recovery.

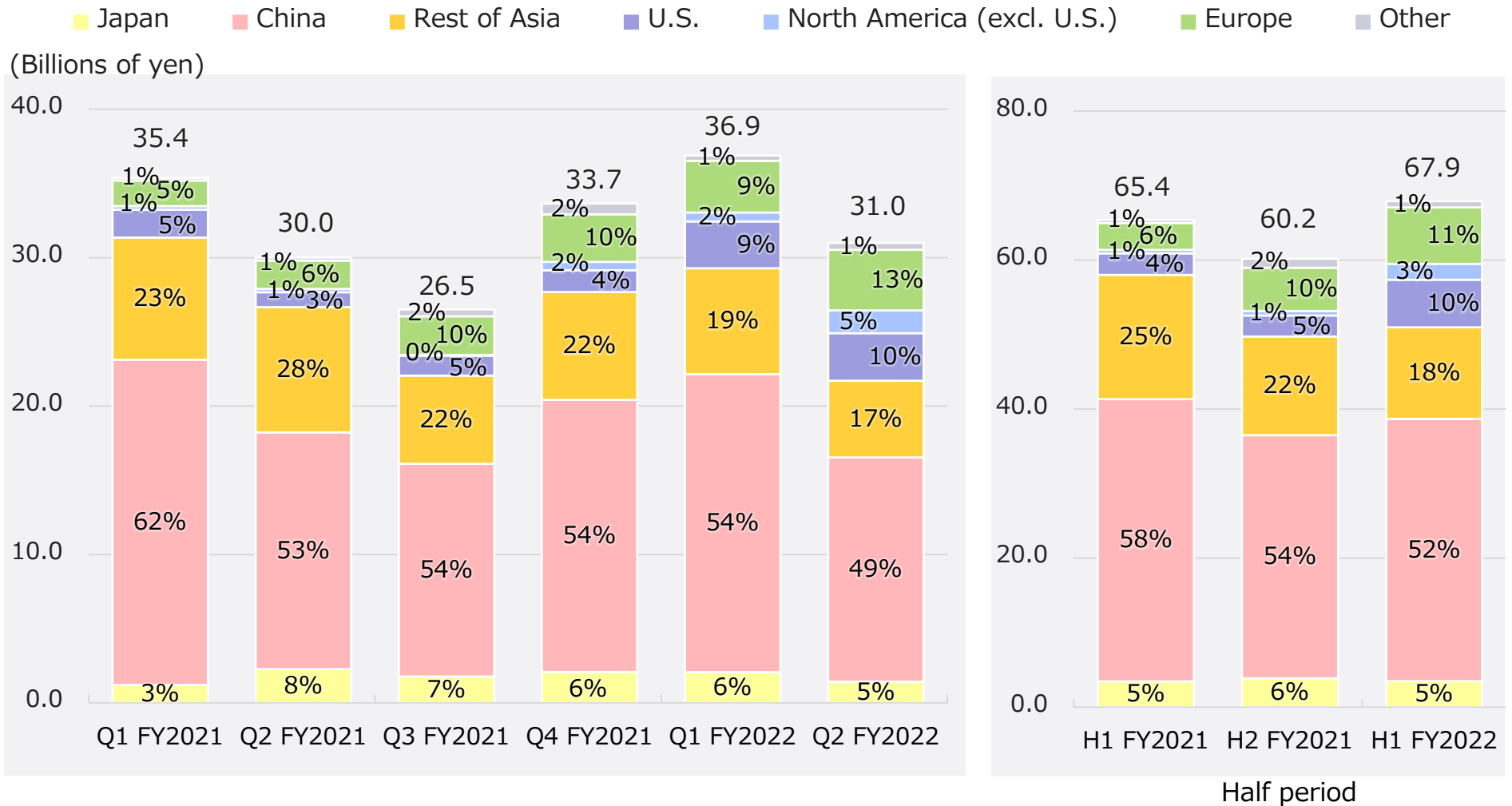
(Millions of yen)

	First half of FY2021 results	First half of FY2022 results	Compared to the same period last year	
			Amount	Ratio
Orders	55,617	72,844	+17,226	+31.0%
Net sales	65,395	67,891	+2,496	+3.8%
Operating profit	13,468	16,551	+3,082	+22.9%
Order backlogs	16,727	49,241	+32,514	+194.4%



# Robotic Solutions Division Net Sales by Region

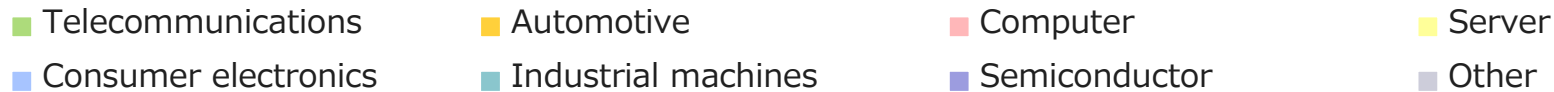
- U.S. and Europe: The recovery trend seen from Q1 has continued.
- China: Investment in smartphones appears to have paused somewhat, but there is solid demand for electronic component and semiconductor-related applications.



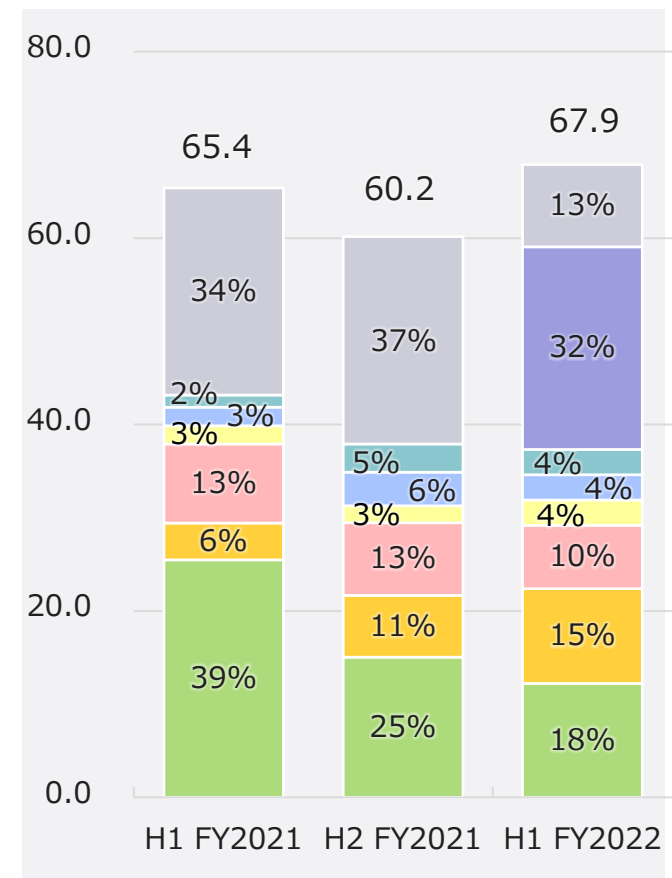
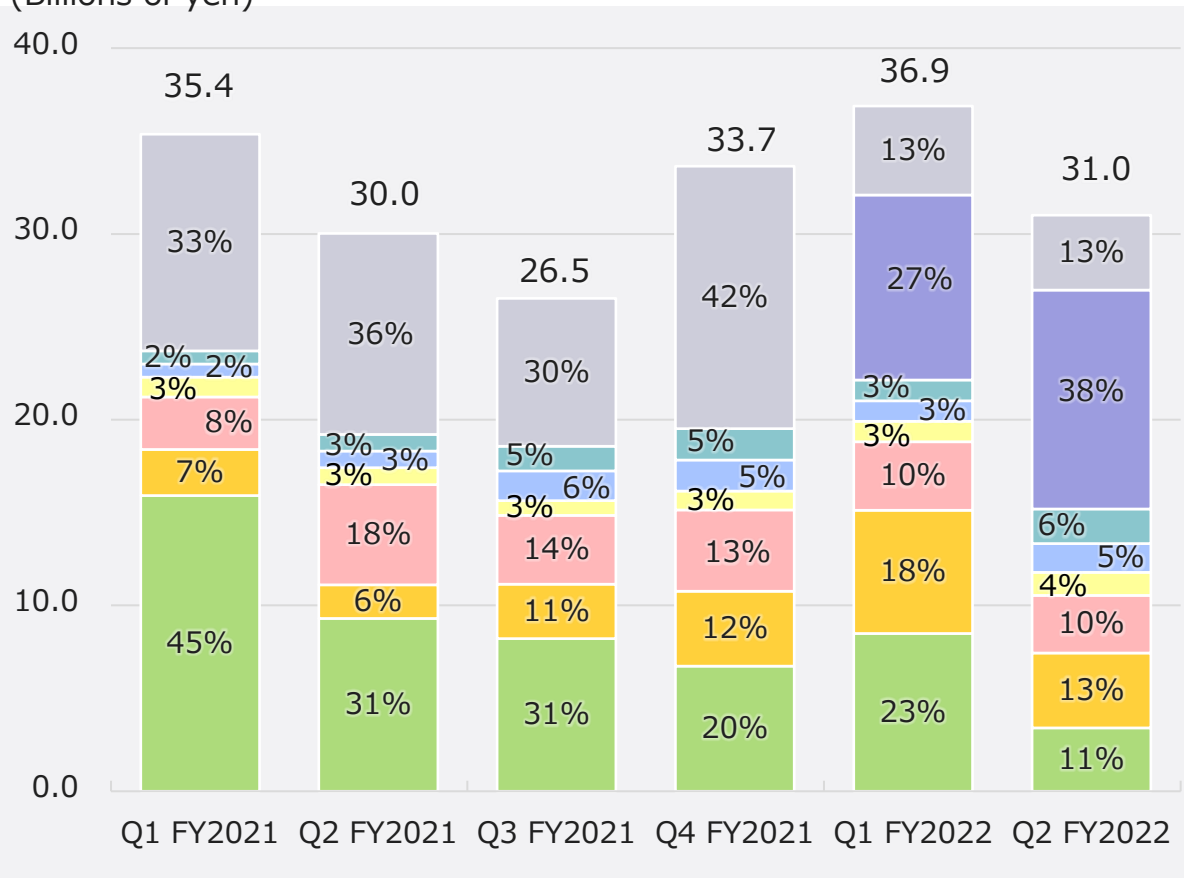


# Robotic Solutions Division Net Sales by Sector

- Telecommunications and automotive: Slightly sluggish, partly due to the impact of semiconductor shortages on the customer side
- Semiconductor: Semiconductor manufacturing equipment from Fasford Technology Co., Ltd. made a significant contribution.



(Billions of yen)



\* Semiconductor: Data is separate from the "Other" classification and disclosed as a separate class from FY2022.

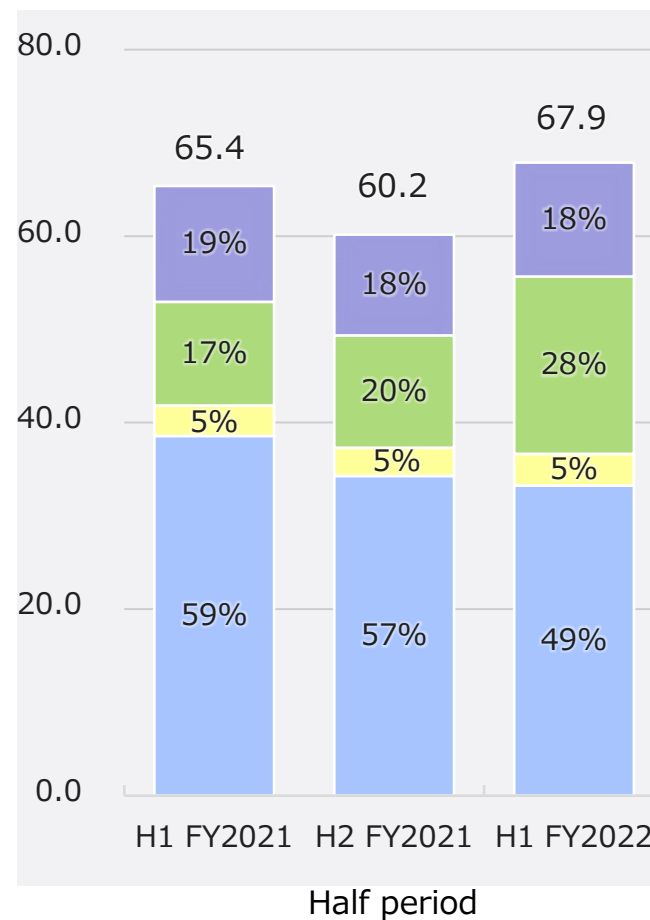
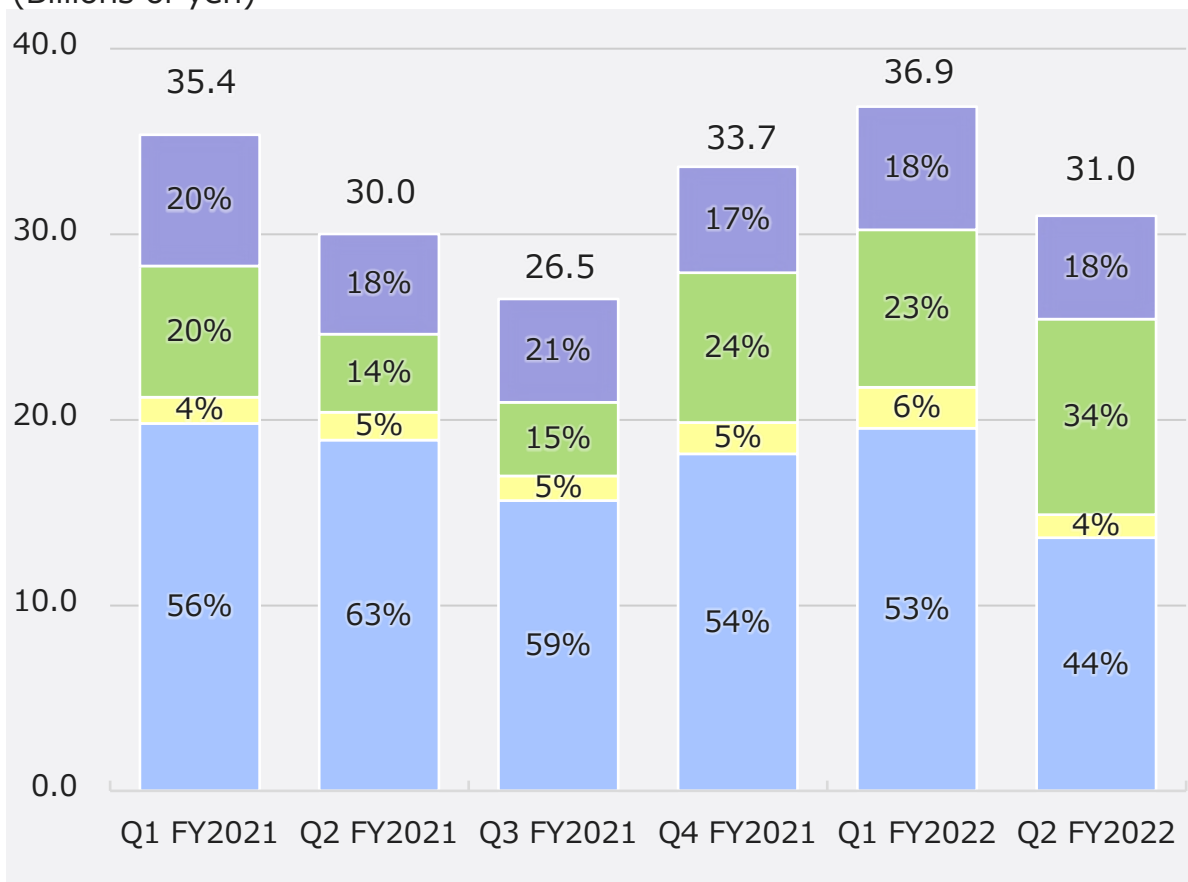


# Robotic Solutions Division Net Sales by Machine Type

© Other products: Demand for semiconductor manufacturing equipment remains brisk.

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

(Billions of yen)



# Machine Tools Division

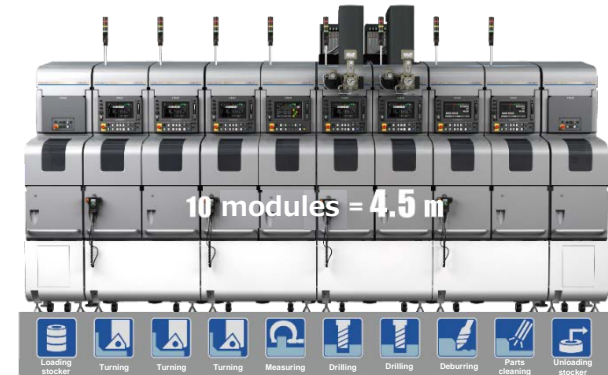
Ultimate Multi Task Machine

**GYROFLEX**



Modular Production Equipment

**DLF<sub>n</sub>**



Front Facing Twin Spindle Lathe

**CS SERIES**



Horizontal CNC Lathe TN series

**TNII SERIES**



Opposed twin spindle lathe

**AN SERIES**

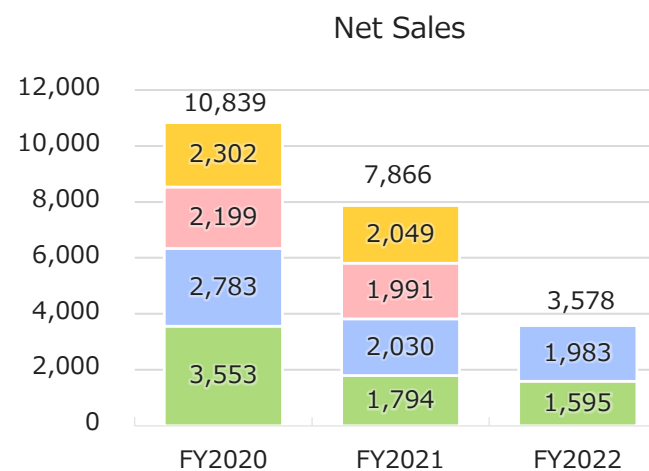
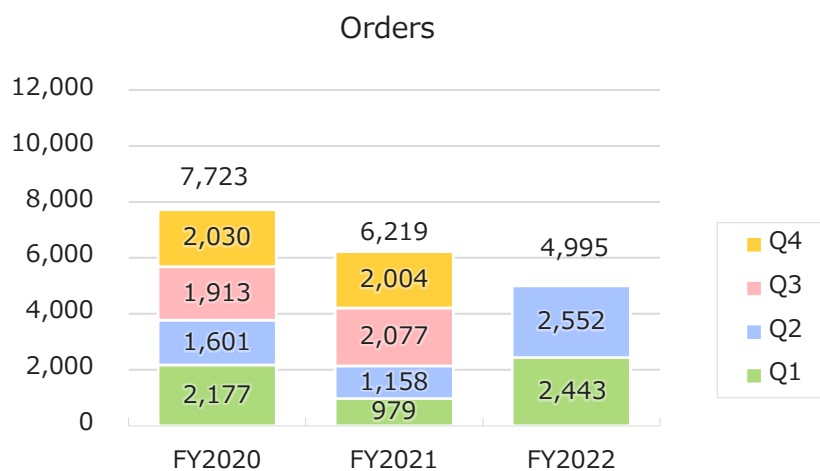


# Machine Tools Division Results

© As demand is increasing mainly overseas, orders are gradually recovering.

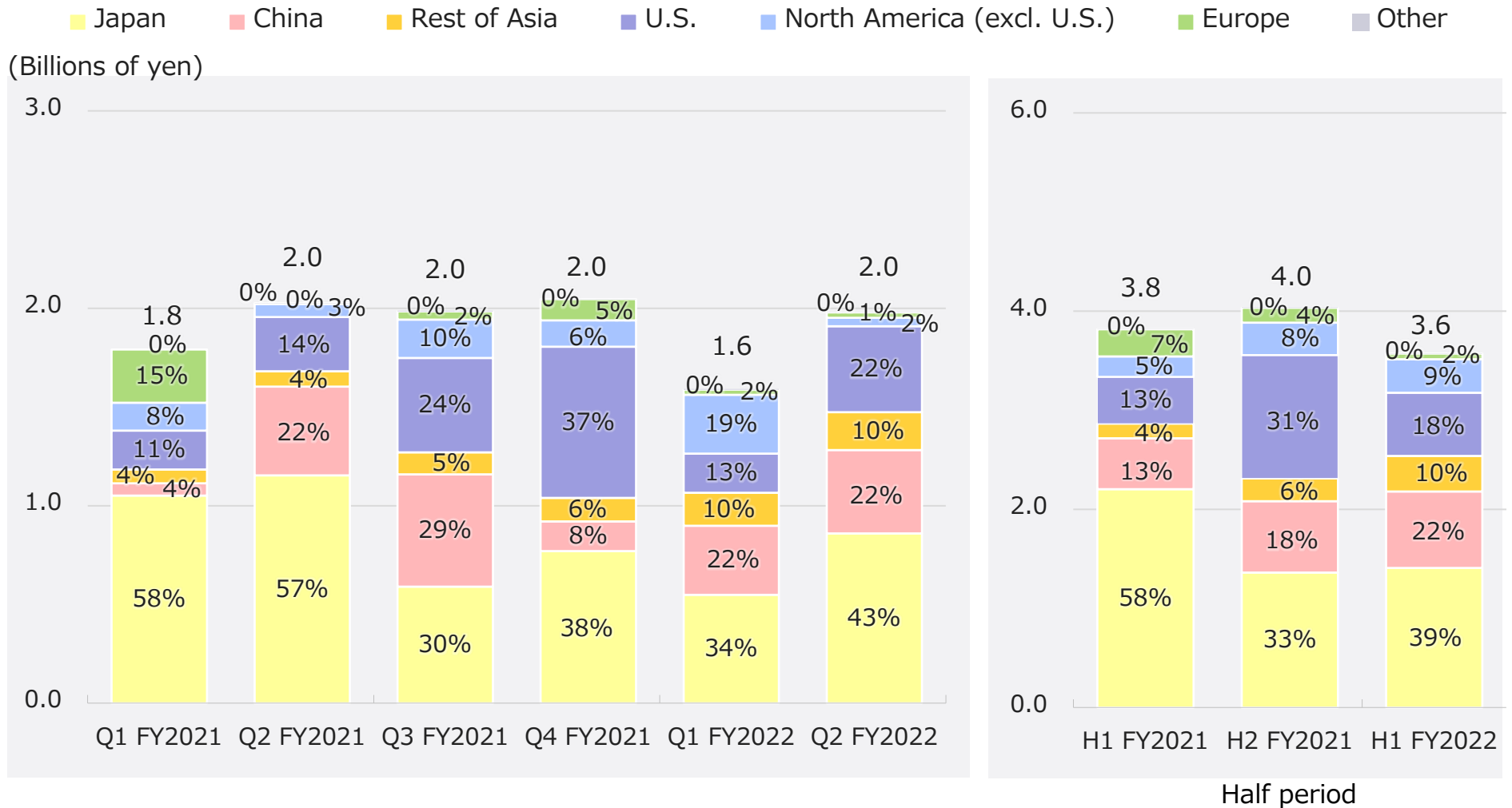
(Millions of yen)

	First half of FY2021 results	First half of FY2022 results	Compared to the same period last year	
			Amount	Ratio
Orders	2,137	4,995	+2,857	+133.7%
Net sales	3,825	3,578	▲247	▲6.5%
Operating profit	▲631	▲299	+331	-
Order backlogs	3,645	5,103	+1,458	+40.0%

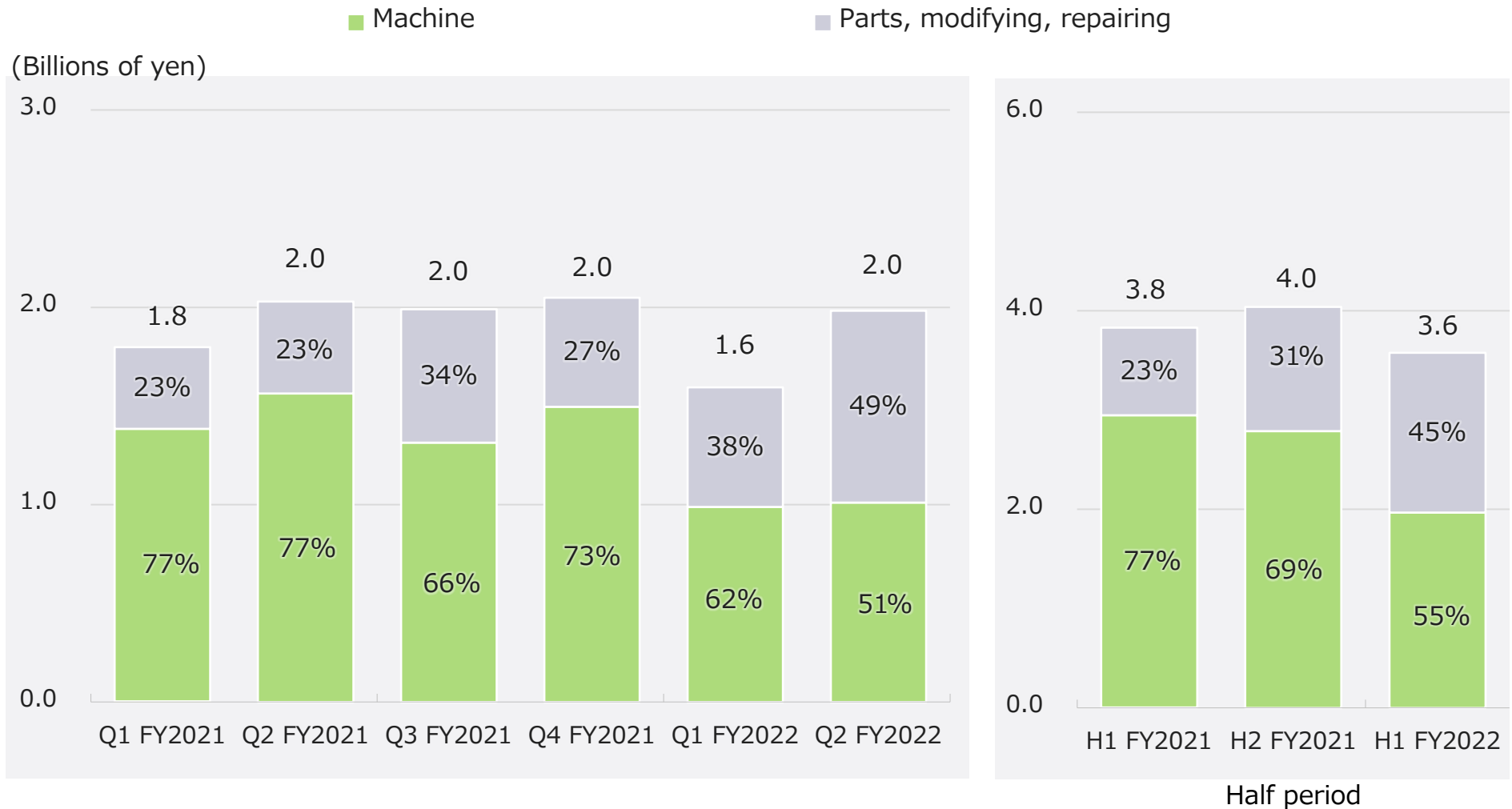


# Machine Tools Division Net Sales by Region

© Both in Japan and overseas, a cautious approach to capital investment was taken in the automotive industry, which our main customers belong to.



# Machine Tools Division Net Sales by Machine Type

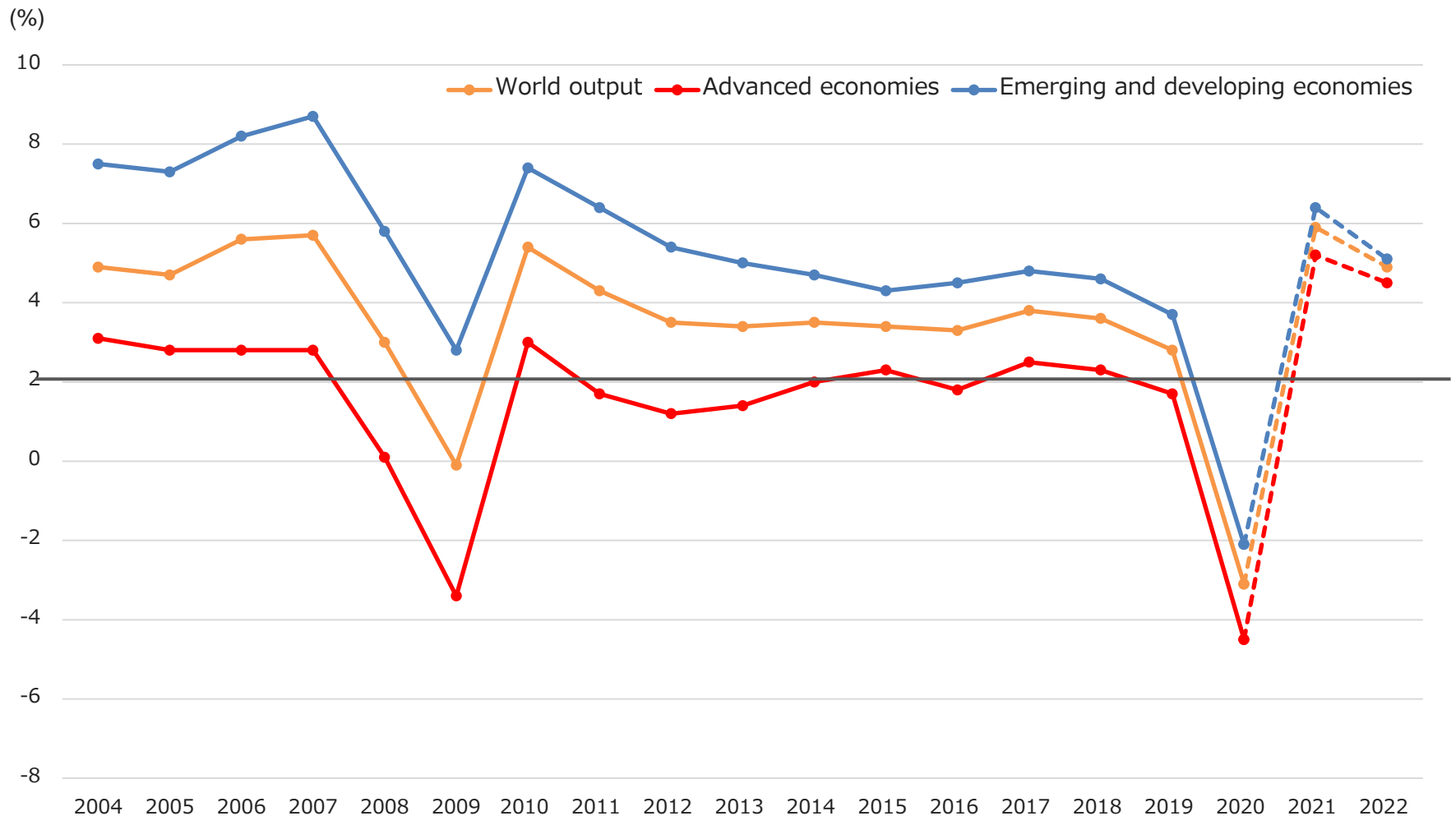



## 2. Financial Forecast for FY2022

# Economic Growth Rates

- © The growth projection for 2021 has been revised down from the previous July forecast, with concerns for the spread of the Delta variant and semiconductor supply shortages.
- © Risk of rising inflation due to supply and demand imbalance



Source : IMF, World Economic Outlook, October 2021



# Results Forecasts

- ◎ Robotic Solutions Division: The figures reflect recovery in the European and North America markets.
- ◎ Machine Tools Division: Downward revision reflecting slower recovery in demand for automotive applications in Japan
- ◎ Increase in profit was projected, reflecting improvement in selling prices, among others.

(Millions of yen)

	FY2021 results	Forecast for FY2022				
		Forecast released August 6, 2021	Current forecast	Compared to the same period last year		Compared to previously released forecast
				Amount	Ratio	Amount
Orders	150,021	153,000	153,000	+2,978	+2.0%	±0
Net sales	136,161	151,000	151,000	+14,838	+10.9%	±0
Operating profit	21,904	29,000	30,200	+8,295	+37.9%	+1,200
Operating profit ratio	16.1%	19.2%	20.0%	—	—	—
Ordinary profit	23,224	29,000	30,800	+7,575	+32.6%	+1,800
Profit attributable to owners of parent	17,167	20,000	22,600	+5,432	+31.6%	+2,600

# Forecast of Orders and Net Sales by Segments

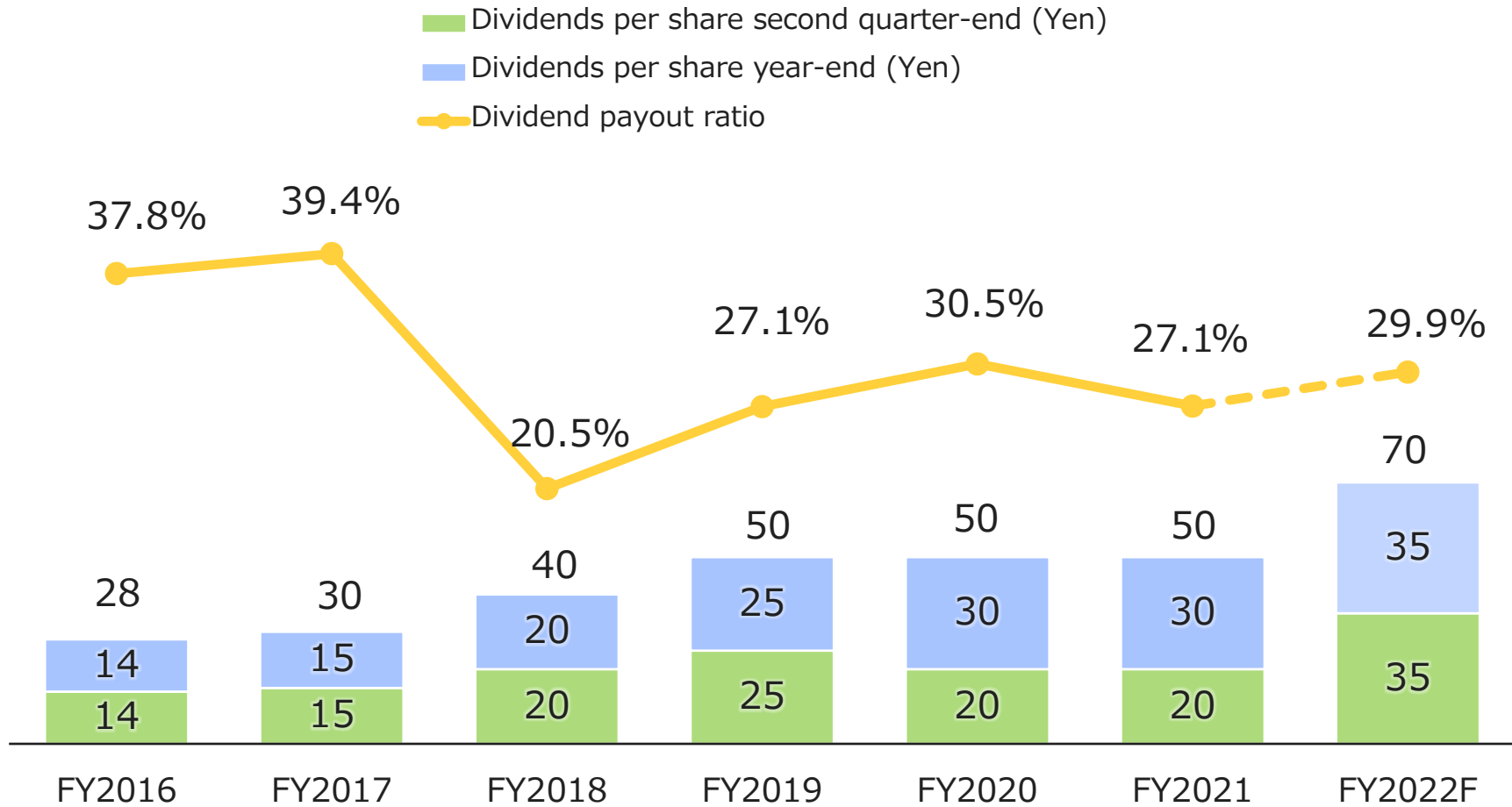
(Millions of yen)

		FY2021 results	Forecast for FY2022				
			Forecast released August 6, 2021	Current forecast	Compared to the same period last year		Compared to previously released forecast
					Amount	Ratio	Amount
Robotic Solutions	Orders	141,129	137,000	139,000	▲2,129	▲1.5%	+2,000
	Net sales	125,569	136,000	139,500	+13,930	+11.1%	+3,500
	Order backlogs	44,288	45,288	43,788	▲500	▲1.1%	▲1,500
Machine Tools	Orders	6,219	13,000	11,000	+4,780	+76.9%	▲2,000
	Net sales	7,866	12,000	8,500	+633	+8.1%	▲3,500
	Order backlogs	3,686	4,686	6,186	+2,500	+67.8%	+1,500
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	153,000	153,000	+2,978	+2.0%	±0
	Net sales	136,161	151,000	151,000	+14,838	+10.9%	±0
	Order backlogs	48,235	50,235	50,235	+2,000	+4.1%	±0

\* Backlog orders of FUJI MACHINE AISA PTE. LTD., a new subsidiary of the Company as of this second quarter consolidated accounting period, have been reflected to the order backlogs for Robotic Solutions in the above, corrected retroactively from the full-year results for the fiscal year ending March 31, 2021.

# Dividends per share / Dividend payout ratio

© According to the revised earnings forecast, the annual dividend forecast was revised from 60 to 70 yen.



Regular dividend: 40.00  
Commemorative dividend: 10.00



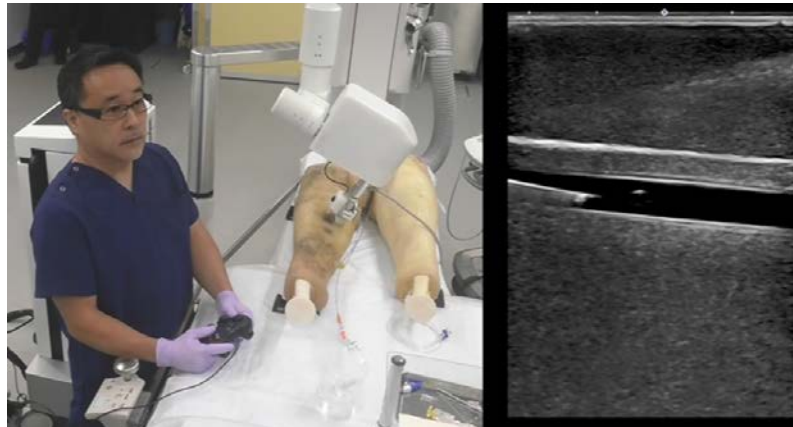
## 3. Topics

# Ultrasound probe driver

–Robot in the medial field–



Joint project with Asahi Intecc for developing ultrasound-guided operation system “Echo Guide System” as a next-generation medical device in catheter treatment



- ◎ The robot guides the ultrasound probe to an artery stenosis, reducing operators' burden in performing this work.
- ◎ Developing cobot technology to help operators with safe, stress-free operations
- ◎ September 2021: The project entered into clinical use in Japan.

# Preparing a new warehouse facility with workspace within the premises



- © For responding customers' request for quicker delivery
- © Total floor space: 1,994 m<sup>2</sup>
- © The facility is equipped with a 195 kW solar system, addressing decarbonization.
- © Construction is planned to be completed in December 2021.

## Introducing new product “DS100”



- © Compact, high-productivity model for manufacturing of NAND flash memory
- © Automated exchange of tools and jigs



# THANK was chosen for the 62nd BCS Prize



The BCS Prize is sponsored by the Japan Federation of Construction Contractors, and THANK –the learning facility that also serves as local community facility, operated by Fuji– was chosen as a BCS prize-winning work.

The hall, which is openly connected to the park, and the characteristic roof in the wooden framework, which creates an impressive landscape, achieved high marks in evaluation.

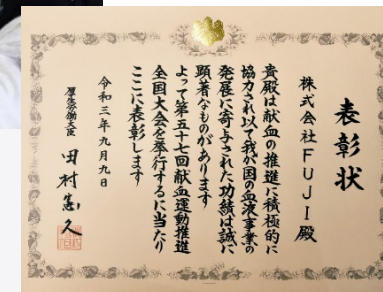
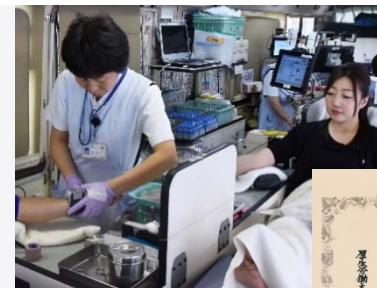


# Recognition for 50 years of blood donation activities



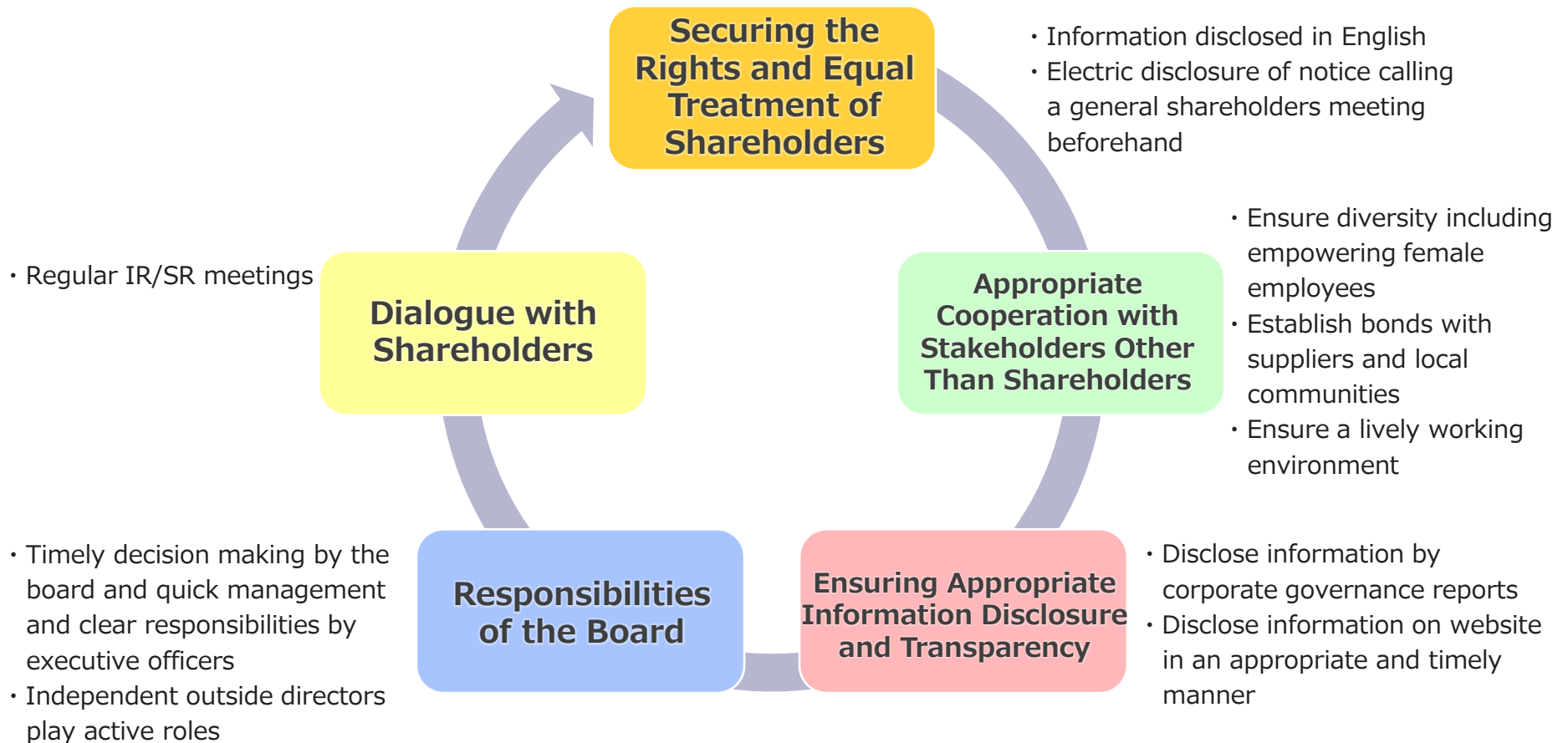
Since 1972, we have been cooperating with the Japanese Red Cross Aichi Branch to drive blood donation activities on a regular basis and received a letter of appreciation from the Minister of Health, Labour and Welfare of Japan in recognition.

Fuji will continue to support blood donation activities to save as many lives as possible.



# 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.

