

First section of the Nagoya Stock Exchange

First Section of the Tokyo Stock Exchange

Securities code : 6134



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

February 2022





# Contents

---

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

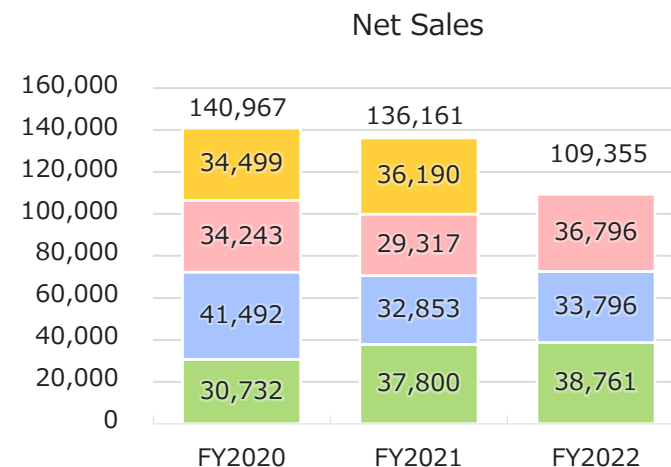
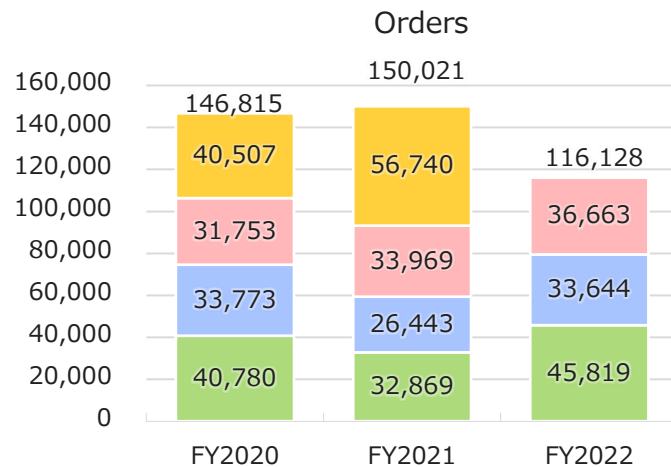

# 1. Financial Summary

# Q3 Results

- ◎ Record-breaking numbers for orders, net sales, and profits
- ◎ Although risks in procuring materials remained, production was on the road to recovery.

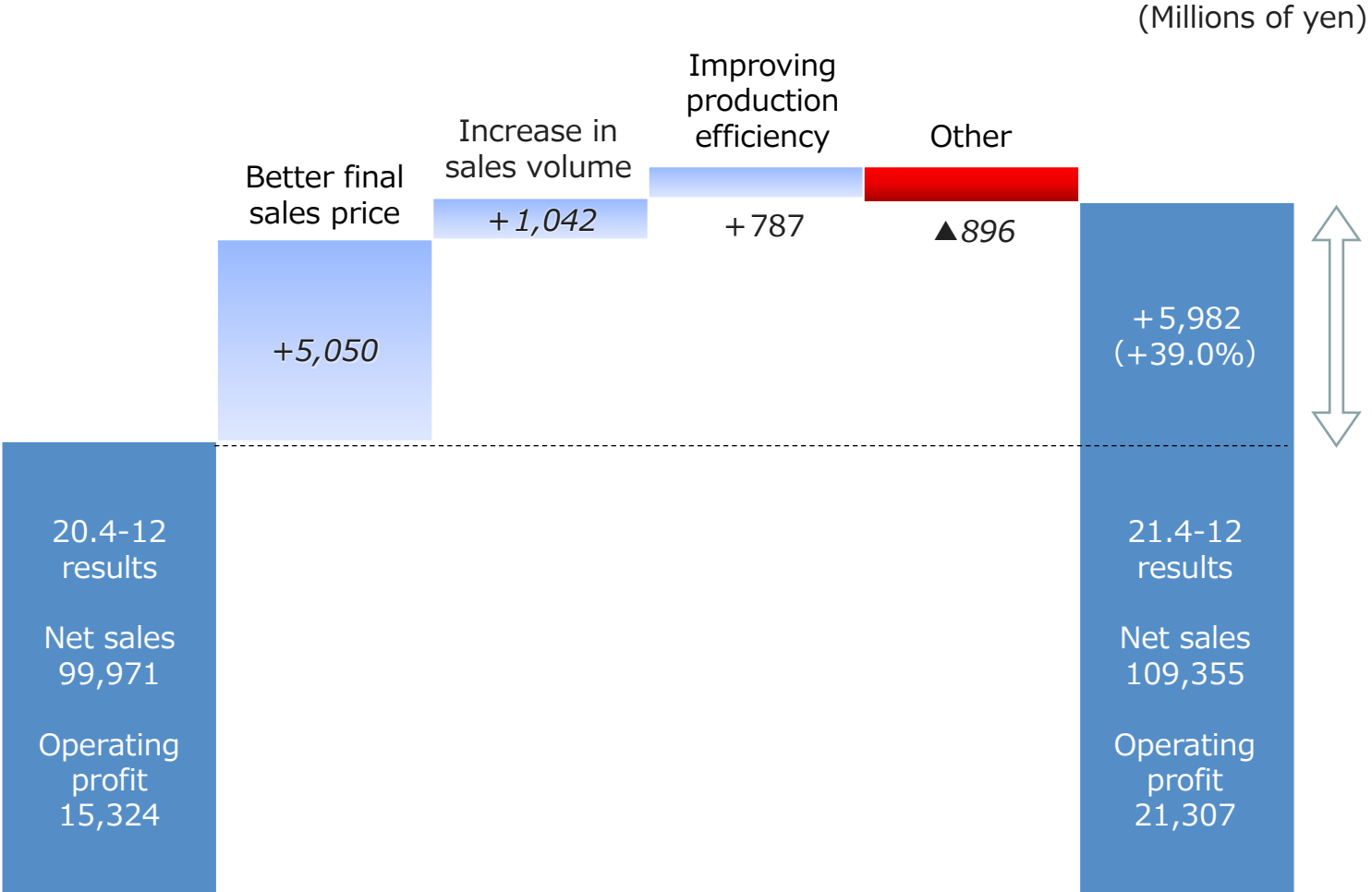
(Millions of yen)

	20.4-12 results	21.4-12 results	Compared to the same period last year	
			Amount	Ratio
Orders	93,281	116,128	+22,846	+24.4%
Net sales	99,971	109,355	+9,383	+9.4%
Operating profit	15,324	21,307	+5,982	+39.0%
Ordinary profit	16,198	22,240	+6,041	+37.3%
Profit attributable to owners of parent	12,808	16,202	+3,394	+26.5%

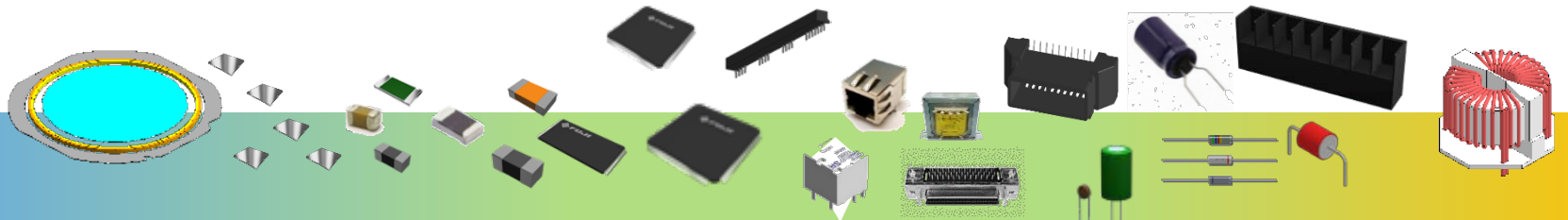


# Operating Income Increase/Decrease Analysis

© The operating profit increased 5,982 million yen year over year, mainly because of improvements in selling prices.



# 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



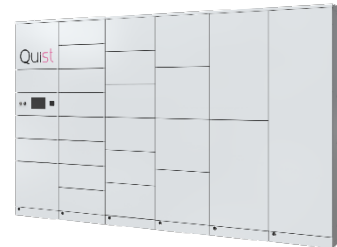
SmartWing

Plasma processing equipment



Tough Plasma

Delivery locker system



Quist

Nursing care robots



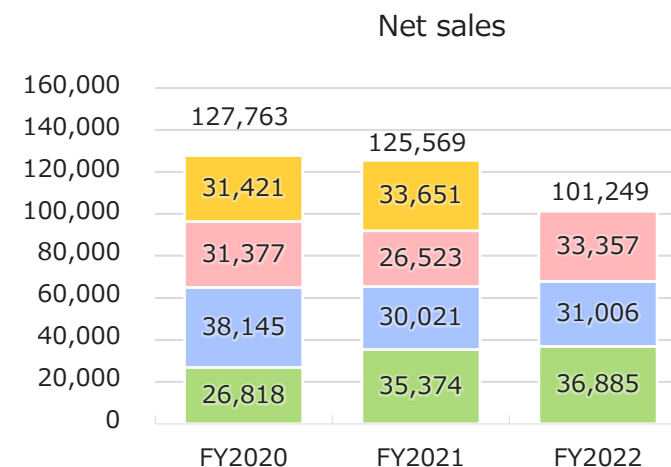
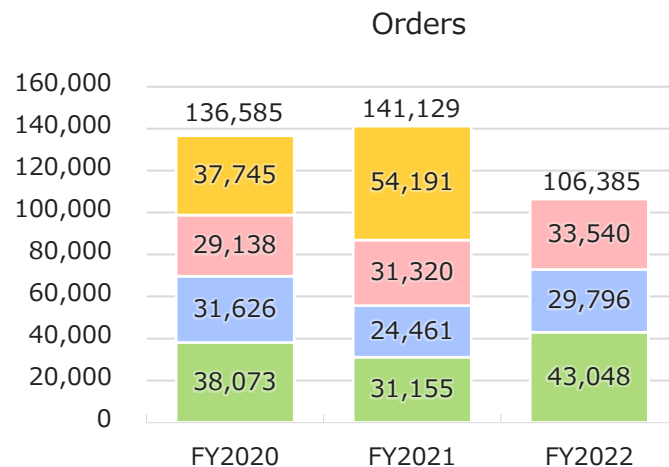
Huq

# Robotic Solutions Division Results

- ◎ Along with firm capital investment in areas such as telecommunication and server sectors, the automotive sector was a driver of sales in the European and North American markets.
- ◎ Favorable growth continued also in investment of equipment for manufacturing electronic components.

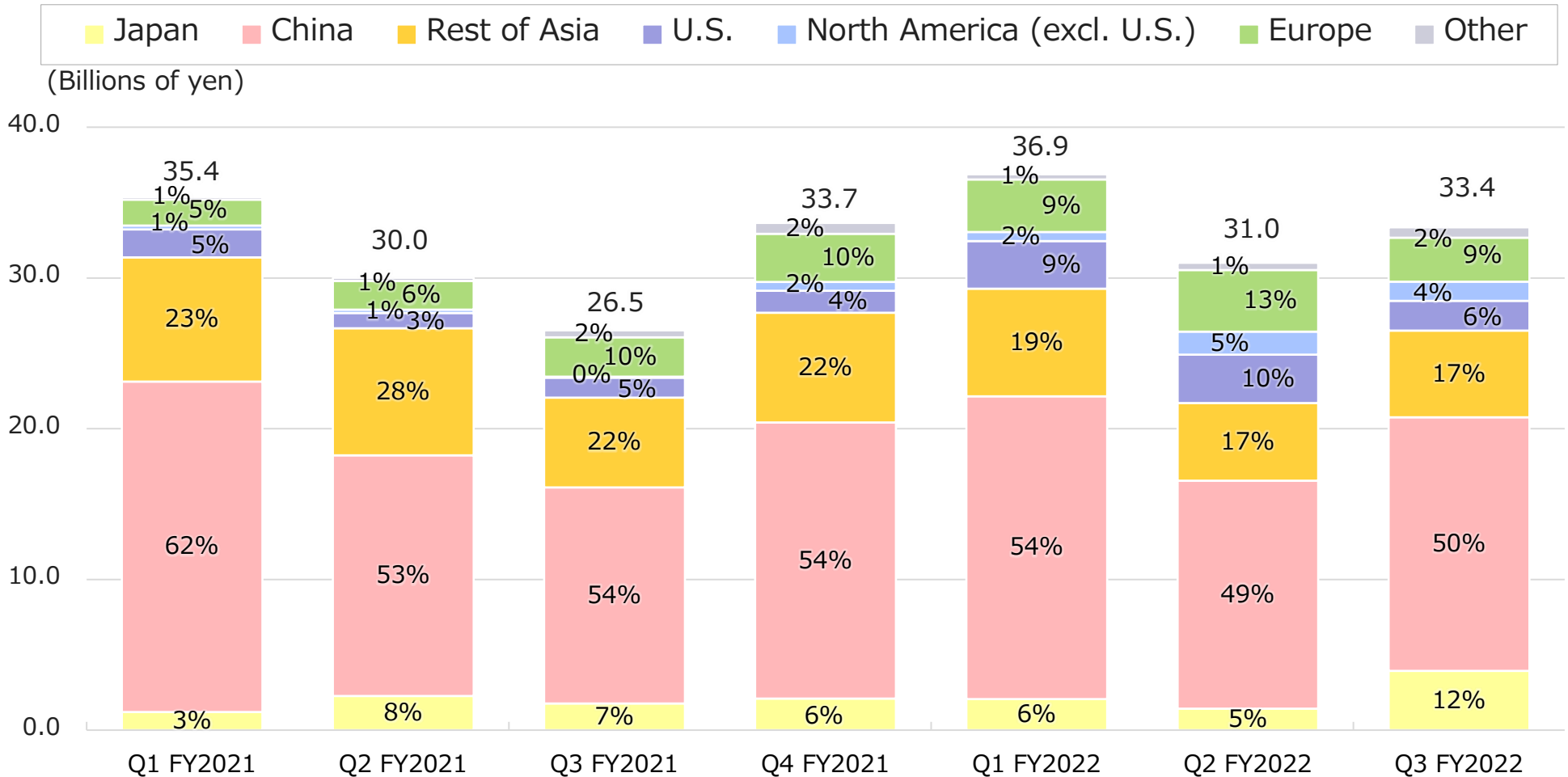
(Millions of yen)

	20.4-12 results	21.4-12 results	Compared to the same period last year	
			Amount	Ratio
Orders	86,938	106,385	+19,447	+22.4%
Net sales	91,918	101,249	+9,330	+10.2%
Operating profit	18,399	24,137	+5,738	+31.2%
Order backlogs	21,524	49,404	+27,879	+129.5%



# Robotic Solutions Division Net Sales by Region

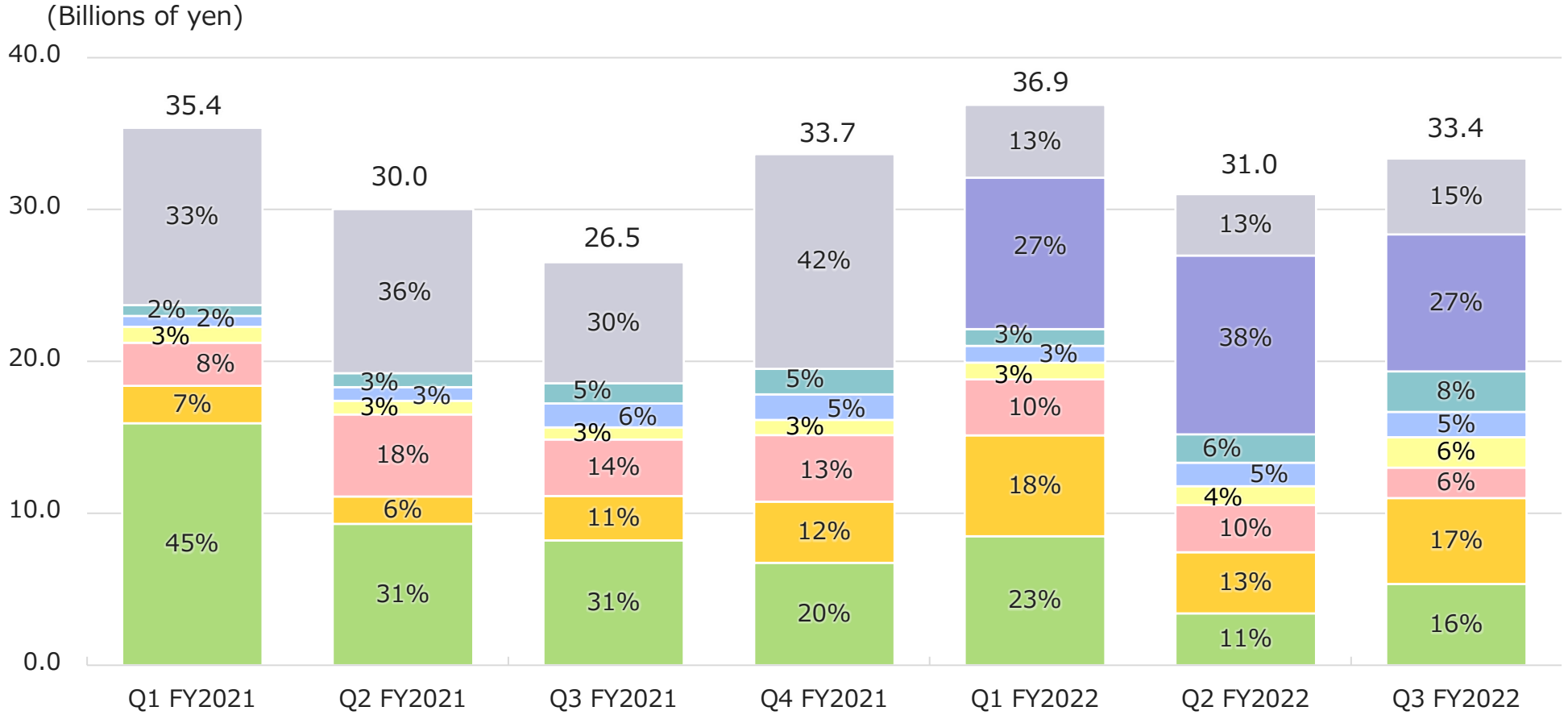
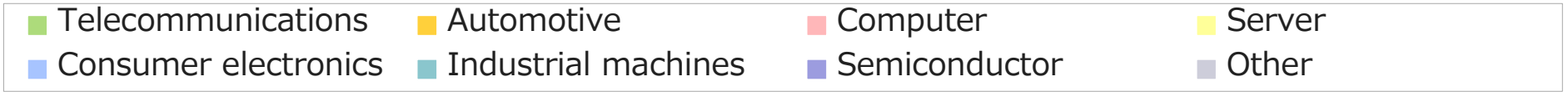
- ◎ Japan: Significant growth in equipment demand for the semiconductor and industrial equipment industries
- ◎ China: Server and smartphone industries were major drivers of the sales.





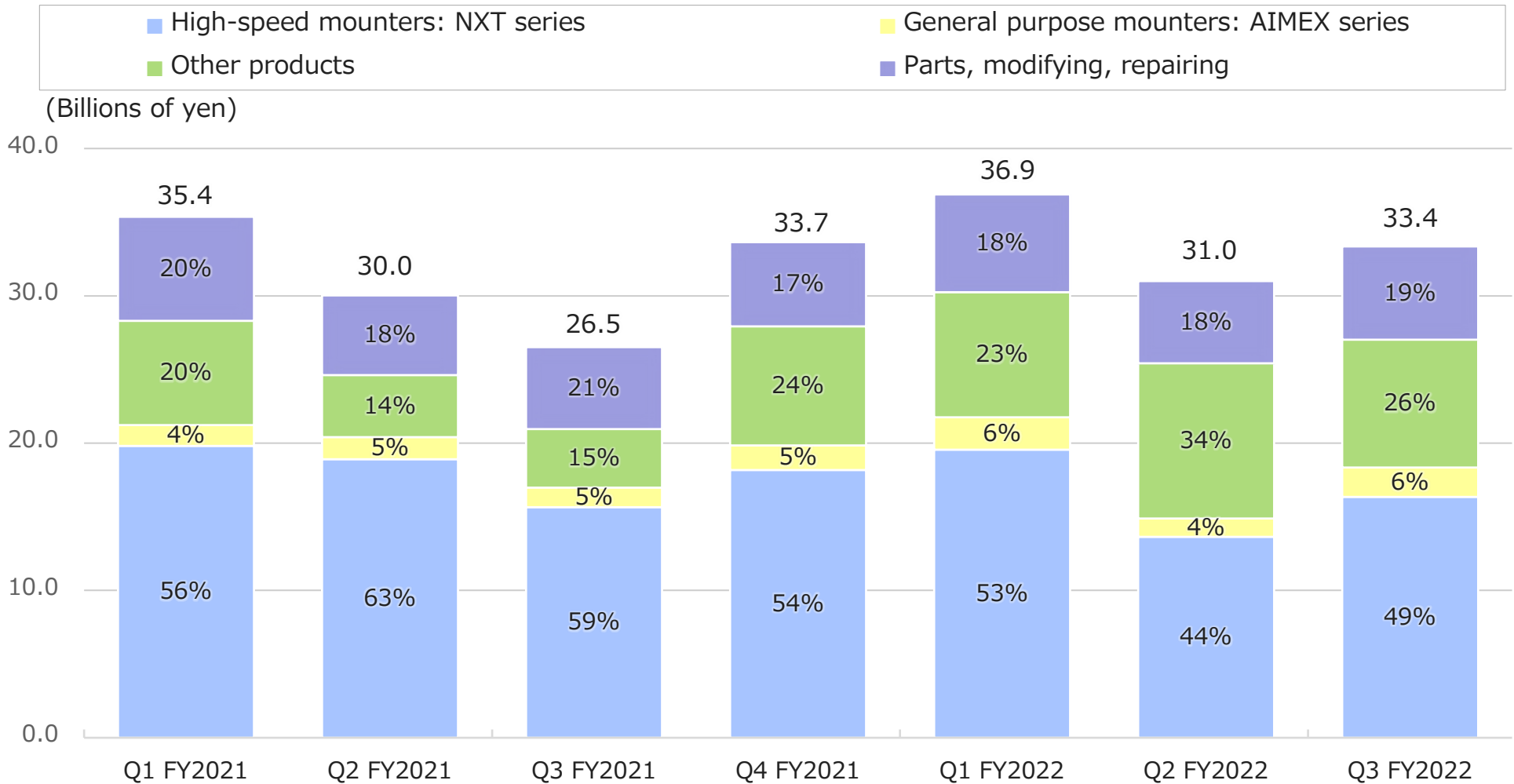
# Robotic Solutions Division Net Sales by Sector

- ◎ Telecommunications: Demand from Chinese smartphone manufacturers was seen as being in a recovery phase.
- ◎ Semiconductor: Sales for semiconductor manufacturing equipment from Fasford Technology Co., Ltd. remained strong.



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

# Robotic Solutions Division Net Sales by Machine Type



# Machine Tools Division

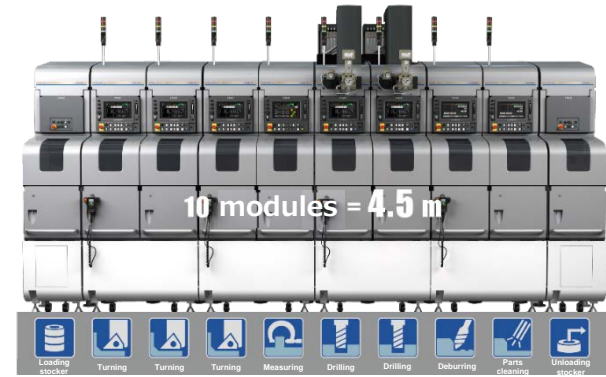
Ultimate Multi Task Machine

**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**

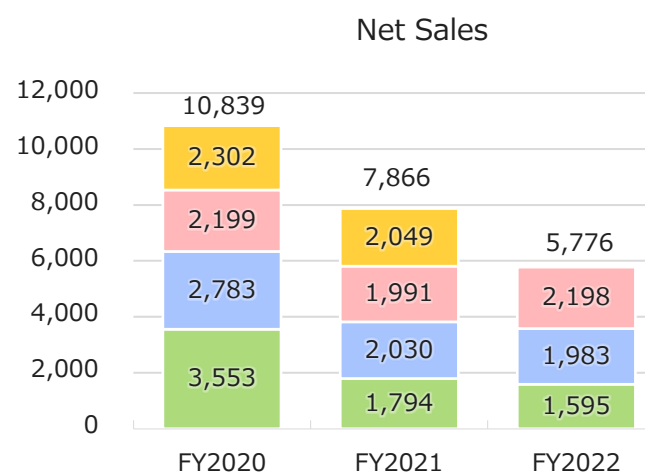
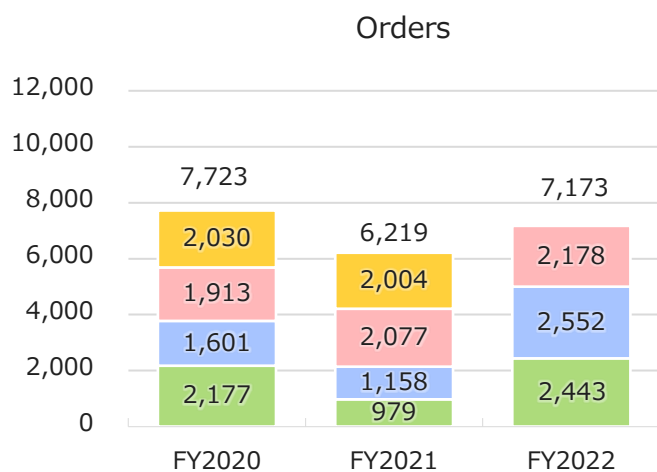


# Machine Tools Division Results

© Signs of improvements started to appear mainly in North American and Chinese markets. The Japanese domestic markets remained soft.

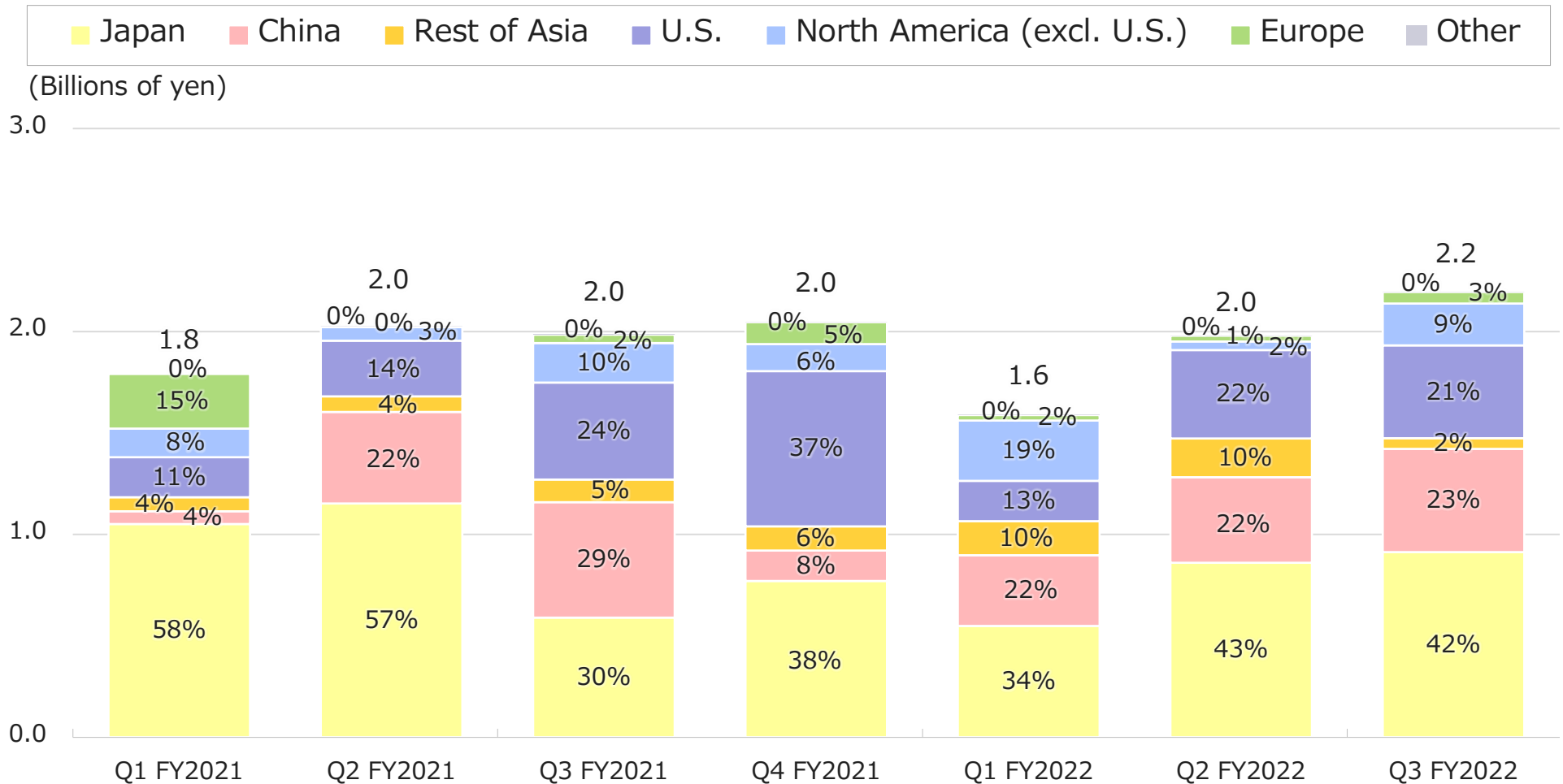
(Millions of yen)

	20.4-12 results	21.4-12 results	Compared to the same period last year	
			Amount	Ratio
Orders	4,214	7,173	+2,959	+70.2%
Net sales	5,816	5,776	▲40	▲0.7%
Operating profit	▲907	▲486	+420	-
Order backlogs	3,730	5,083	+1,352	+36.2%

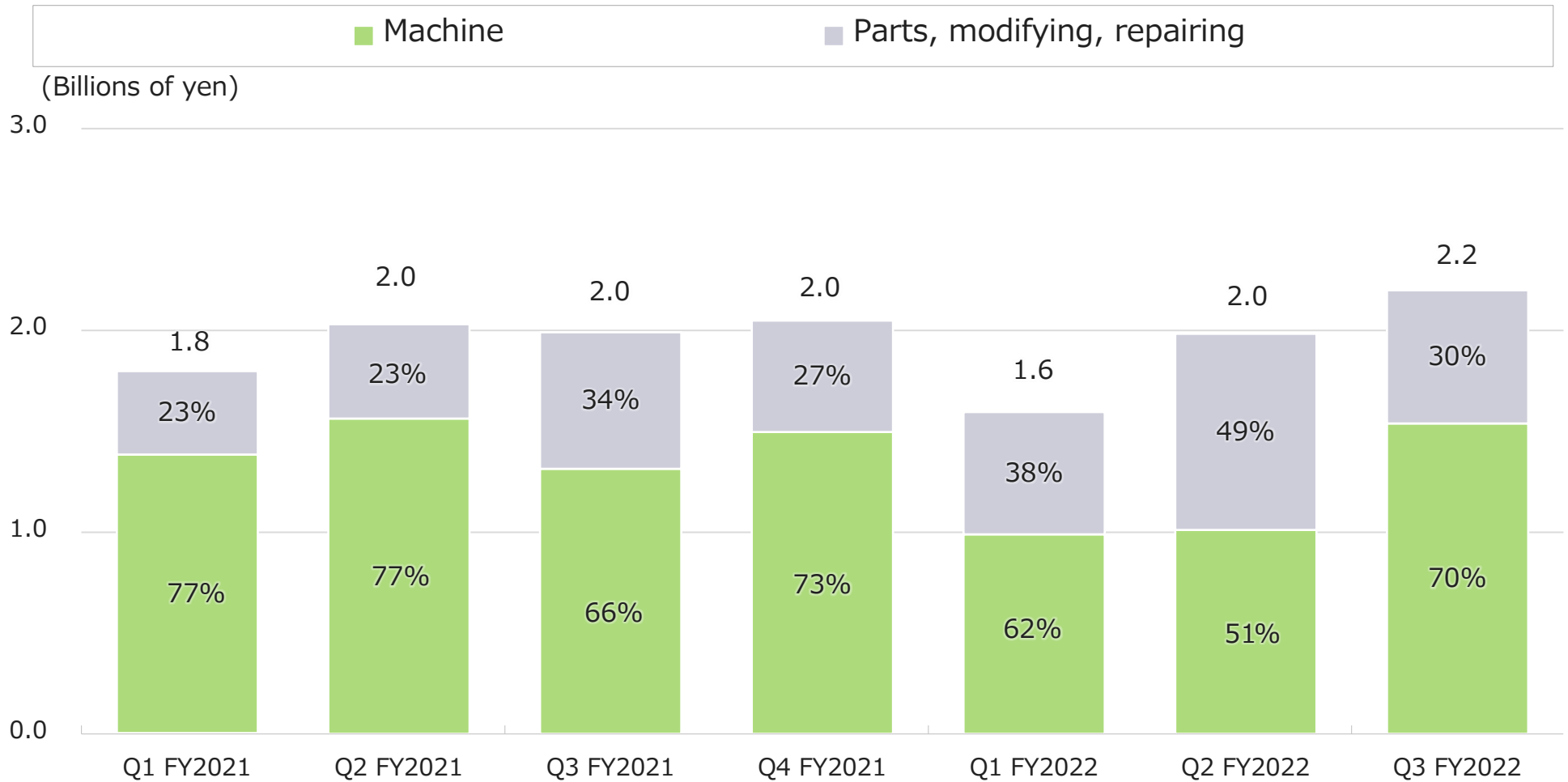


# Machine Tools Division Net Sales by Region

© Both in Japan and overseas, recovery of capital investment was sluggish in the automotive industry, which our main customers belong to.



# Machine Tools Division Net Sales by Machine Type





## 2. Financial Forecast for FY2022



# Results Forecasts

- © Robotic Solutions Division: Upward revision to orders, in expectation of continuous increase in demand; Machine Tools Division: Downward revision to orders, in reflection of a continues state of difficulty in procuring order
- © No changes in the forecast in sales and profits from that announced on November 8, 2021

(Millions of yen)

	FY2021 results	Forecast for FY2022				
		Forecast released November 8, 2021	Current forecast	Compared to the same period last year		Compared to previously released forecast
				Amount	Ratio	Amount
Orders	150,021	153,000	157,000	+6,978	+4.7%	+4,000
Net sales	136,161	151,000	151,000	+14,838	+10.9%	±0
Operating profit	21,904	30,200	30,200	+8,295	+37.9%	±0
Operating profit ratio	16.1%	20.0%	20.0%	—	—	—
Ordinary profit	23,224	30,800	30,800	+7,575	+32.6%	±0
Profit attributable to owners of parent	17,167	22,600	22,600	+5,432	+31.6%	±0



# Forecast of Orders and Net Sales by Segments

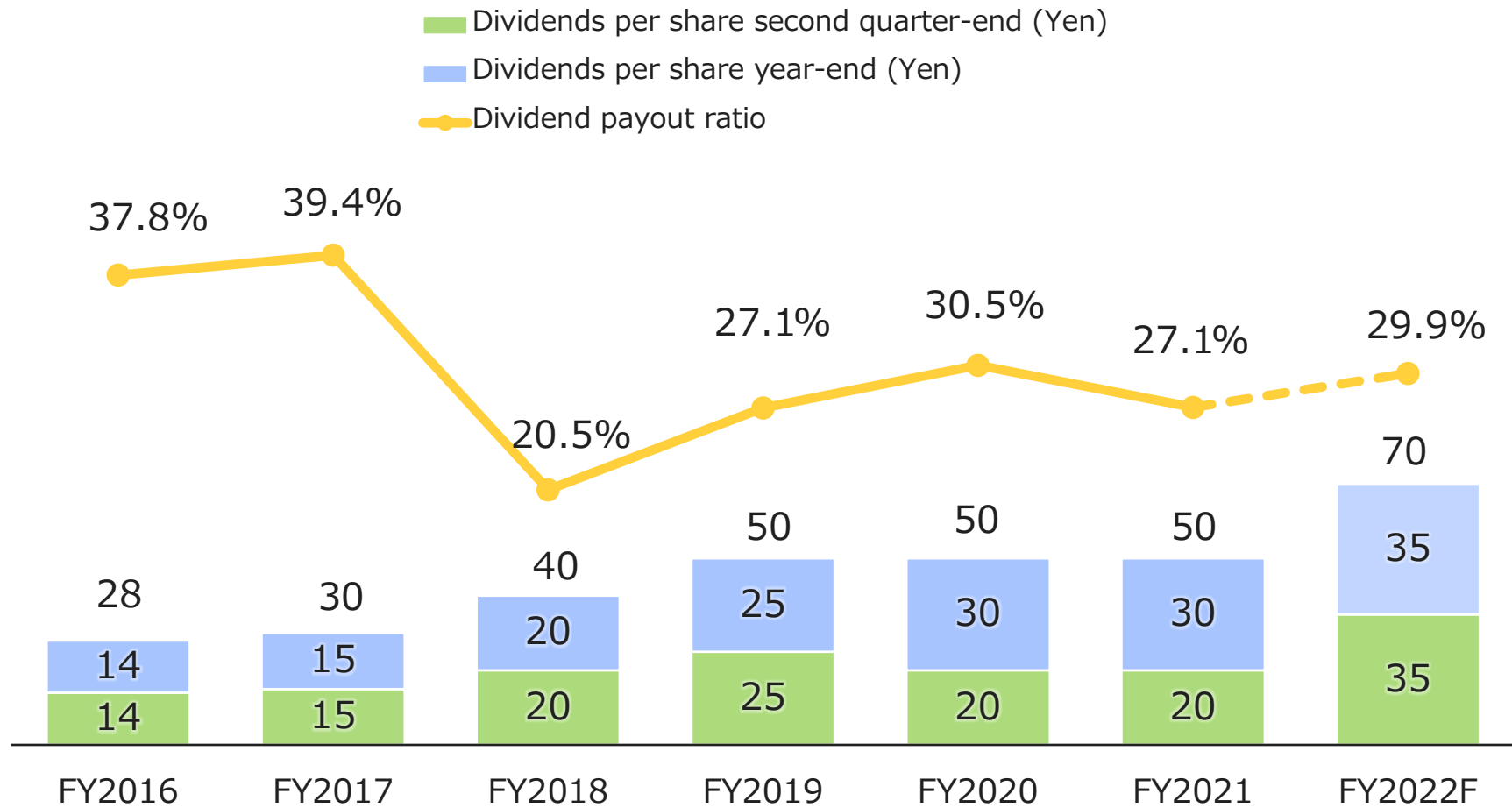
(Millions of yen)

		FY2021 results	Forecast for FY2022				
			Forecast released November 8, 2021	Current forecast	Compared to the same period last year		Compared to previously released forecast
					Amount	Ratio	Amount
Robotic Solutions	Orders	141,129	139,000	144,000	+2,870	+2.0%	+5,000
	Net sales	125,569	139,500	139,500	+13,930	+11.1%	±0
	Order backlogs	44,268	43,768	48,768	+4,500	+10.2%	+5,000
Machine Tools	Orders	6,219	11,000	10,000	+3,780	+60.8%	▲1,000
	Net sales	7,866	8,500	8,500	+633	+8.1%	±0
	Order backlogs	3,686	6,186	5,186	+1,500	+40.7%	▲1,000
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	157,000	+6,978	+4.7%	+4,000
	Net sales	136,161	151,000	151,000	+14,838	+10.9%	±0
	Order backlogs	48,214	50,214	54,214	+6,000	+12.4%	+4,000

\* 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

© No changes from the forecast announced on November 8, 2021



Regular dividend: 40.00  
Commemorative dividend: 10.00



## 3. Topics

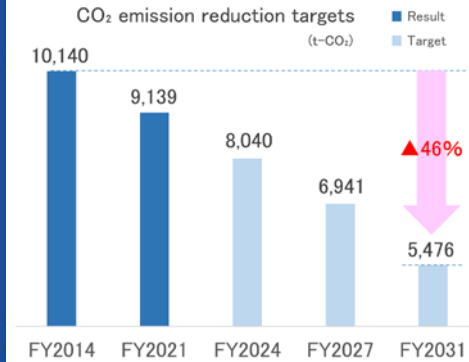


# Toward the mid-term environmental targets



Embracing our mid-term target to reduce CO<sub>2</sub> emissions by 46% (relative to fiscal 2014) by the end of fiscal 2031, we are introducing energy efficient equipment, purchasing carbon-free electricity, and promoting energy-saving behavior from employees.

In fiscal 2022, we have switched about 20% of the electricity currently used at Fuji headquarters to carbon-free electricity, based on the volume of electricity used in fiscal 2021. The switch to carbon-free resources is an ongoing process.



# Donated 60,000 face masks to Chiryu city



In response to the spread of COVID-19, Fuji donated 60,000 face masks to Chiryu city in Aichi prefecture, where our headquarters is located, on January 19, 2022. These will be distributed to childcare facilities and nursing homes to help prevent the spread of COVID-19.

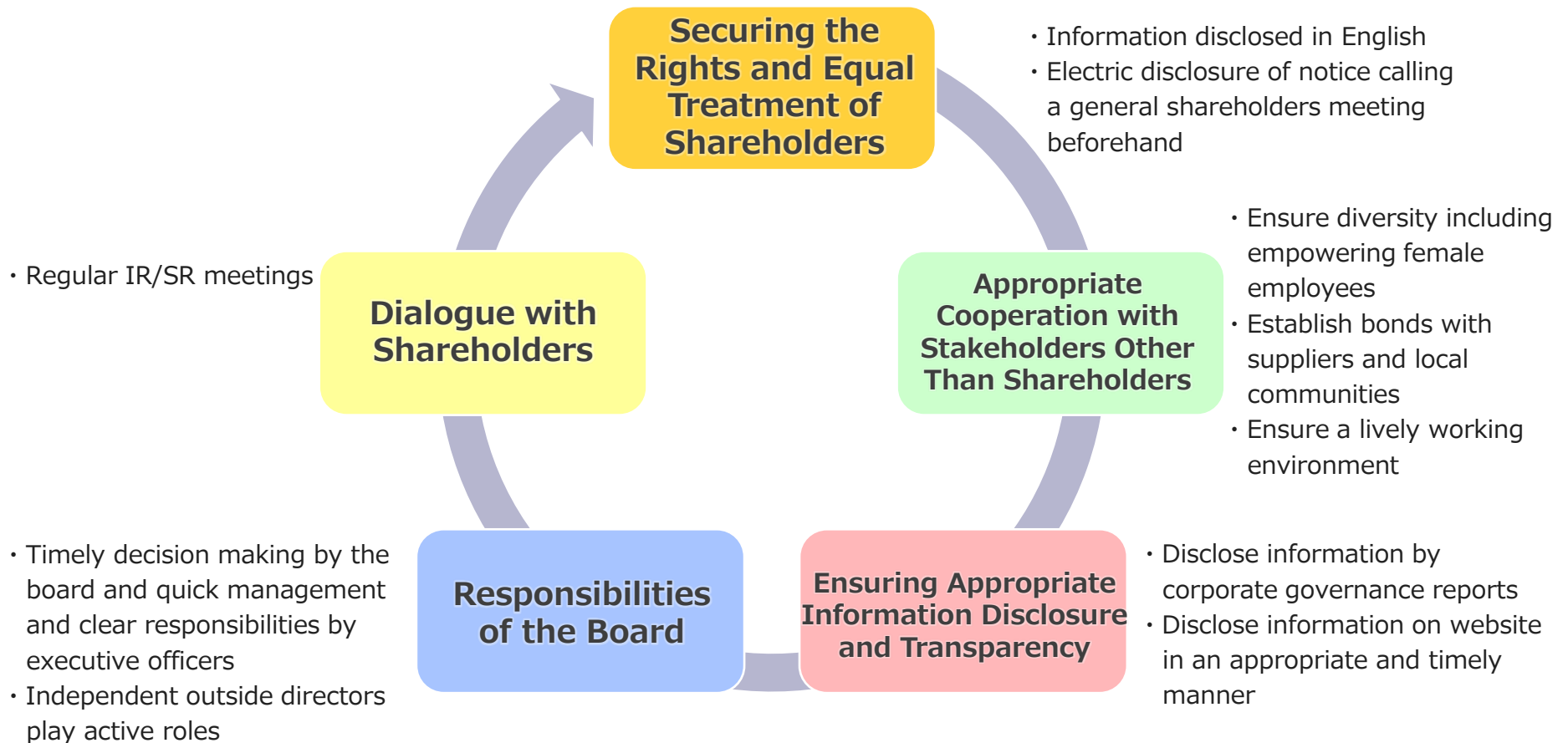
We believe that working with local communities is an important aspect of our business, and we will continue our efforts in supporting our local community.



Fuji's mascot character Fujilala with Chiryuppi, the mascot character for Chiryu city

# 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.

